

SMALL BUSINESS ADMINISTRATION
ADVISORY COMMITTEE ON VETERANS BUSINESS AFFAIRS

MEETING

Monday, September 10, 2012

10:30 a.m.

409 3rd Street, S.W.
Washington, D.C. 20416

Diversified Reporting Services, Inc.
(202) 467-9200

MEMBERS PRESENT:

Marylyn R. Harris, Vice Chairman, Advisory Committee
Stanley Y. Fujii, Veterans Procurement Liaison, OVBD
Terry D. Hill
Albert R. Renteria, CEO, Southwest Veterans
Business Center
Rod Salsbury
Curt Weidler
Stephen H. White
Robert Kurt Mueller
Edwin E. Fielder
Cheryl Simms, Program Liaison

ALSO PRESENT:

Brian Goodrow, Boots To Business

1 P R O C E E D I N G S

2 VICE CHAIRMAN HARRIS: Good morning. I'm Marilyn
3 Harris, the Vice Chair of the Advisory Committee on Veterans
4 Business Affairs, and I'd like to welcome everyone to the
5 meeting. We actually have been here since 9 and have some
6 time off the record to discuss some committee-related issues.

7 I am going to do another roll call and highlight the members
8 that are in attendance.

9 In attendance today are Albert Renteria, Edward
10 Fielder, Rod Salsbury. Stanley Fujii was here. He has left
11 the room for a minute. I'm here, Marylyn Harris, Curt
12 Weidler, Terry Hill, and Stephen White. We are continuing
13 our discussion as we meet during this meeting to complete our
14 2012 annual committee report and handle other pertinent
15 committee business.

16 Okay. We're reviewing the duties of the advisory
17 committee as per Public Law 106-50, and we just discussed the
18 duty number 1, so I'm checking all my paper work. Are we
19 doing that? Have we done this? I put a check. I think
20 we've begun to do this, number one. How do you all feel?

21 MR. RENTERIA: Yes.

22 MR. FIELDER: Yes.

1 MR. HILL: I concur.

2 VICE CHAIRMAN HARRIS: That's good. That's good.
3 We're batting a hundred.

4 MR. MUELLER: Edwin and I would add that we have a
5 process to continue to do it at our meetings as we meet on it
6 quarterly.

7 VICE CHAIRMAN HARRIS: Okay. We're doing it and we
8 have a process. Good. Okay. Duty number two: Promote the
9 collection of business information and serving data as they
10 relate to veterans and small business controls owned and
11 controlled by veterans. Any thoughts?

12 MR. MUELLER: We do get updated surveys. If you
13 remember the last meeting we were at we received some data
14 survey, even though Mike Haynie from Syracuse brought us some
15 information. So I'd say we'd get that information. The
16 question, I think, more the question is what do we want to
17 get that we're not getting information?

18 MR. WHITE: I think there's probably more
19 information out now than there ever has been. I mean you
20 could be inundated with it, but the fact is that probably the
21 best I've seen is the study from Syracuse, "Best Practices."

22 MR. FIELDER: I agree with you. I thought so.

1 It's 148 pages or something like that, but you can go through
2 and it has some very interesting facts on veterans and
3 entrepreneurship. And I thought that one of the key points
4 in this was it says that Veterans were twice as likely to
5 start a business, and after five years they said far more
6 successful. They didn't put the actual percentage numbers,
7 but far more successful.

8 So if you're saying to a bank, back to access or
9 capital, if you're reluctant to make loans to small business,
10 why not take the group that has already been demonstrated to
11 be most successful to start with your lending. Again, the
12 little extra brownie points were done, as far as the surveys
13 goes. There's a lot of information out there.

14 MR. RENTERIA: I think the upper word of that duty
15 is what have we done to promote. And I was fortunate this
16 year to visit the Wounded Warrior Conference. She spoke
17 about the project that we just launched, and I spoke to this
18 Public Law 16-50, so I'd like to say that we should all ask
19 ourselves what have we done to promote this, because there's
20 a lot of great programs.

21 But their duty calls for us to promote these
22 programs, to speak about them openly. I think you've gone to

1 a couple projects. I think Marylyn has been to a couple
2 meetings. I would ask the committee as a whole through this
3 past year what events have you all tended to speak to,
4 obviously, this particular duty, that I think we all have?
5 And I think our report should suggest it.

6 VICE CHAIRMAN HARRIS: That's a good point, Albert.
7 That's a great point, because you spoke of the Wounded
8 Warrior's Conference. I mean the expertise on this committee
9 is so under utilized. Jill is on the board of directors for
10 the Institute for Veterans and Military Families that puts
11 out all these wonderful documents; like Ed just gave me a
12 copy of the "Guide To Leading Policies, Practices And
13 Resources Supporting the Employment Of Veterans And Military
14 Families" by the Institute. And when I was in San Diego with
15 Syracuse, this "Introduction to Business Ownership" is what
16 is being given to the Boots To Business participants, and it
17 has all the information in this recent study and more, and
18 this is what is being given to these new, transitioning
19 veterans.

20 I actually contacted Syracuse and asked them to
21 send 10 of these down for us, so I could have one for all of
22 you. I don't know if they'll make it, but I'll get them and

1 I'll get them to you. So I'm going to pass this one around.

2 We also received the March 2012 Veteran owned business and
3 their owners data from the Census Bureau Survey of Business
4 Owners. And we do have some information. Like you said,
5 Steve, probably more information now than we've ever had
6 before, but I think what you said, Albert, is important.

7 People on our committee are doing things to promote
8 veteran business growth. We're out here speaking at
9 conferences. We're serving on committees. We're working
10 locally, regionally and nationally to promote veteran
11 business, and I think that should be highlighted in our
12 report. This year, for the first time, I was a featured
13 speaker at the National Veterans Small Business Conference.
14 Jill and her business partner, Michael Peterson, they
15 traveled, I think, to Iraq nine times.

16 That's Col. Jill Chambers and other committee
17 members. Several of you are just too modest to say the work
18 that you've been doing throughout the country to promote
19 veteran business. I think that should be put as committee
20 accomplishments.

21 MR. RENTERIA: Well, it's a duty. It calls for it.

22 I think everybody should be able to, because obviously for

1 different reasons of the U.S., and that's I think the intent
2 for us to carry back what this committee is about.

3 VICE CHAIRMAN HARRIS: That's a good point.

4 MR. RENTERIA: And I think from this day forward we
5 should really pronounce that as loud and clear as we can,
6 because I know all of you guys aren't doing something.
7 Steve's on a project doing something to influence directly/
8 indirectly, you know, the guidance this committee is
9 suggesting to some agency. But from a committee member, I
10 really don't know what all of you have promoted. I've got an
11 idea, but if I don't have concrete information that you're
12 doing this, anybody outside of this room has zero. So I
13 think our report should quantify what we are promoting. It's
14 critical.

15 MR. HILL: Can I whip a dead horse here?

16 (Laughter.)

17 MR. HILL: One of the big issues we're having here
18 is communication between us. And, I don't know. I think one
19 time we talked about setting up some kind of a forum or chat
20 board, or something, where we could at least be -- am I wrong
21 or right?

22 MR. SALSBURY: No. No, it's there.

1 MR. SALSBUURY: I mean it's just a matter of been
2 utilized.

3 MR. HILL: Okay. And that's part of the point
4 there. To utilize that kind of thing, but also to get back
5 to my progressional situation here talking about you guys, we
6 guys, going to Capitol Hill. When we're in town, if you
7 don't do anything but stop by the congressional office, but
8 alert them in advance and see if you can get a sit down just
9 a few minutes with a member of congress and lay this stuff in
10 front of them. But, at the same time, what it does, if it
11 gives you bona fide he's back in your home district, when you
12 get back, you can do things like your local newspaper, your
13 local TV. I just was in Washington to talk about this issue
14 in congress, and a lot of times you can get media interviews,
15 especially in markets where there are a lot of veterans. And
16 that's a good way to get the message out.

17 VICE CHAIRMAN HARRIS: That's a good point.

18 MR. HILL: But I'd be willing to help develop, if
19 you want to develop like a talking point kind of thing that
20 everybody can download and print out that you can use to hand
21 out to groups and things like that. But one of the reasons I
22 keep getting back this member of congress thing is when the

1 agency folks here find out that you're going to Capitol Hill
2 and talking to members of congress, it makes them pay a
3 little closer attention to this committee. Because if I'm in
4 a federal agency, especially if I'm in the government
5 relations section of a federal agency, my ears perk up real
6 quick when somebody on an advisory committee or any committee
7 in that agency says, "Oh. I just went by a chairman of the
8 House Veterans Committee and talked with so and so." "Oh,
9 really? Who'd you meet with?"

10 And a lot of times you only get to talk with the
11 staffers, and that's another thing -- not just with members
12 of congress, but committees of record that have to deal with
13 issues of veterans. And all you have to do is just take the
14 time to run up there a few minutes, drop off a card or send
15 an e-mail in advance and say I'm coming in from this
16 district.

17 Don't say in parentheses -- I'm a voter -- but
18 they'll figure that out, and, I'm coming in from this
19 district. Just say hello to the member of congress, and "By
20 the way, here I am an official appointed advisory committee
21 member of the SBA Committee on Veterans Business Affairs."
22 That's your ticket in the door up there.

1 VICE CHAIRMAN HARRIS: That was a question I had
2 last year to the committee chairman. Why aren't our names on
3 the report so they can even know who we are? I don't know
4 how reports formally look. Is that appropriate?

5 MR. HILL: It is more than appropriate.

6 VICE CHAIRMAN HARRIS: It was not on there.

7 MR. RENTERIA: That's where you cover the line and
8 promote. This is what he did. This is what Steve did.
9 Because if we're not promoting, we don't need to be in that
10 report.

11 MR. MUELLER: Yeah. But you bring up a good point.
12 I asked that question one time when I first joined this
13 committee. Do I have an authority and responsibility to go
14 in as a member of this committee, going up and talking to
15 them?

16 MR. HILL: Yes, you do. First of all, you're a
17 citizen.

18 MR. MUELLER: Well, I know I could, but I didn't
19 know, and I kind of was led to believe well, that's really
20 Elmore's job. You know.

21 VICE CHAIRMAN HARRIS: Right.

22 MR. MUELLER: And before you go do that, let them

1 know you're going to do it, I mean.

2 MR. HILL: That's the point I'm trying to make
3 here.

4 MR. SALSBURY: Yeah. That's the point --

5 MR. HILL: You're not trying to run roughshod over
6 the staff, because they're working hard and you have to live
7 with them. But, at the same time, as a committee member, we
8 have an obligation to do all we can to promote the issues.

9 VICE CHAIRMAN HARRIS: Right. Identify issues and
10 talking points.

11 MR. HILL: If they delegate that to the staff,
12 purely, I don't think we're doing our job.

13 VICE CHAIRMAN HARRIS: No. It can't happen.

14 MR. MUELLER: Well, and I don't even know that's
15 true. So, quite honestly, that's easy for all of us to do;
16 particularly, you've got access to two senators and a bunch
17 of --

18 MR. HILL: I think either a larger or smaller point
19 on that when the staff knows that you're going to Capitol
20 Hill, I think we're getting better customer service in here,
21 because they know that we have figured out how to play the
22 game.

1 VICE CHAIRMAN HARRIS: But, I mean, have all of you
2 told your local representatives that you're on this
3 committee, because I tell mine all the time. They come to my
4 events, and they don't exactly know what they do, but they
5 know she's on something.

6 MR. HILL: You know, one thing, that's what I have
7 to tell you.

8 MR. SALSBUURY: I don't know what to tell them,
9 though.

10 (Laughter.)

11 VICE CHAIRMAN HARRIS: That's what we need. We
12 need a promotional packet -- the committee. We need a
13 promotional packet.

14 MR. SALSBUURY: Right. That way we're all on the
15 same page.

16 VICE CHAIRMAN HARRIS: And we all say the talking
17 point.

18 MR. RENTERIA: It's a blind man's entry point. I
19 read this first, whatever you put --

20 VICE CHAIRMAN HARRIS: Or send it before you go.

21 MR. RENTERIA: -- because it's about voter
22 participation. The congressional guy wants one thing.

1 What's your reach? What's your reach? What's our reach? If
2 he's got a thousand people and I've got two, they're going to
3 look for Rod.

4 MR. MUELLER: You know. I've got to tell you.
5 I'll give you an example. After this last face-to-face
6 meeting we had up here and people came in and talked to us, I
7 quite honestly had a myriad of agenda items. And I could
8 have walked right into the congressional office and said I'm
9 on the committee.

10 Let me tell you some interesting things we've found
11 out, and what do you know about these things? And, I think
12 we ought to be promoting more on this deal, because, quite
13 honestly, that public private partnership between the
14 institutions and what Haynie's doing.

15 MR. HILL: Every congressional office up there I'll
16 guarantee you has somebody devoted to veterans' issues.

17 VICE CHAIRMAN HARRIS: They do. They do.

18 MR. HILL: They have a permanent staff member and
19 at least a full-time staff.

20 MR. RENTERIA: And that will be on our report that
21 Terry can create a script talking point so we can all be on
22 the same page, and even add to the report what those talking

1 points are.

2 MR. HILL: Well, and that goes back to the business
3 card issue.

4 MR. MUELLER: Well, yeah.

5 MR. RENTERIA: The business card issue is to
6 protect the conflict of interest. You know. You can't sell
7 your services --

8 VICE CHAIRMAN HARRIS: Right.

9 MR. RENTERIA: -- by saying, you know, I'm going to
10 be an advisor. That's an easy thing to avoid. But to
11 represent this committee and those who are supposed to be
12 represented has nothing to do with my business.

13 VICE CHAIRMAN HARRIS: And so I'll ask that we have
14 funding to do that.

15 MR. HILL: This is a beautiful example, right here.

16 VICE CHAIRMAN HARRIS: We need to have those.

17 MR. HILL: The same thing, or here's another ticket
18 to get in the door when they said it.

19 VICE CHAIRMAN HARRIS: See. This is why we're
20 having this type of meeting today to identify these type of
21 things we need to go forward as a solidified, focused unit.

22 MR. SALSBURY: Do we know how many people have

1 cards? Anybody?

2 VICE CHAIRMAN HARRIS: Cards?

3 MR. SALSBURY: Yeah, just a business card; How many
4 people have them?

5 MR. MUELLER: Did I not e-mail this out?

6 MR. SALSBURY: Well, mine are in Texas, but I have
7 them.

8 (Laughter.)

9 VICE CHAIRMAN HARRIS: Well, we need them.

10 MR. MUELLER: Does your look like this?

11 MR. SALSBURY: Looks exactly like it.

12 MR. MUELLER: Okay.

13 MR. HILL: I will supervise this. I won't belabor
14 this, but I think there's a lot of little stuff that we can
15 do like this, but the whole issue here is I believe they
16 would pay a little better attention to us internally at SBA,
17 if they know that we aren't just wall flowers, that we are
18 taking this message to elected members of congress. And
19 don't forget, too, all these members of congress and Senators
20 have home offices back in their states.

21 MR. MUELLER: And quite honestly we could start
22 that right after this meeting.

1 VICE CHAIRMAN HARRIS: And they will listen now,
2 because this is election year.

3 MR. MUELLER: Oh, yeah. Yeah.

4 VICE CHAIRMAN HARRIS: They will listen. We have
5 four minutes before we're going to take a break. I just
6 wanted to say number two, again, our second duty: Promote
7 the collection of business information and survey data as
8 they relate to veterans and small business concerns owned and
9 controlled by veterans. So that means, the way I interpret
10 it, we need to go out in our local communities and we need to
11 inform and educate people about the information we get here,
12 because we have access to a whole bunch of people that can
13 sit in those seats.

14 MR. WHITE: One other thing. John Garcia and now
15 Terry Schow have continually said we're not taking advantage
16 of the states. They're all in Puerto Rico right now. But
17 we've got our own guy on the committee is a state rep who can
18 reach out to the other state reps to say we might want to
19 just do a quick survey of all the state reps. What are you
20 guys doing for veterans, you know, coming from the Advisory
21 Committee for the Small Business Administration.

22 VICE CHAIRMAN HARRIS: So we'd get a synopsis of

1 this summation.

2 MR. WHITE: What are your ideas? What are you
3 doing particularly as it relates to access to capital,
4 procurement. Go down a quick list and see what kind of a
5 response we get. I mean we've got the guy right here.

6 VICE CHAIRMAN HARRIS: That's right. And that's a
7 good point, Steve, because something interesting is going on
8 in Texas. The Texas Veteran's Commission announced that they
9 have entrepreneurship program.

10 MR. WHITE: Really.

11 VICE CHAIRMAN HARRIS: So, what that means is
12 they're going around the states to several cities and talking
13 about entrepreneurship. The program is not funded. It has
14 no money. The gentleman, Duncan McGee, even gave a
15 presentation about it at the National Veterans Small Business
16 Program -- Small Business Conference. Excuse me. But we
17 need to be aware of what's going on around the country.
18 That's part of our role.

19 MR. SALSBUURY: And we might want to get with Terry
20 and someone besides Terry get on the agenda, or at least go
21 to their meeting in February.

22 VICE CHAIRMAN HARRIS: When is that?

1 MR. SALSBUURY: It's the National Director's
2 Meeting, so all those guys that Terry Schow and --

3 VICE CHAIRMAN HARRIS: Is it in Puerto Rico?

4 MR. SALSBUURY: No, it's going to be here, the one
5 in February.

6 MR. WHITE: It's not in Hawaii?

7 (Laughter.)

8 MR. SALSBUURY: You've got to wait for the other
9 meeting.

10 VICE CHAIRMAN HARRIS: Okay. So February.

11 MR. SALSBUURY: February, they're going to have a
12 meeting here, and there'll be all those guys. So they'll go
13 to the White House, and they'll go to the Hill.

14 VICE CHAIRMAN HARRIS: Now, that's a good thing.
15 Partner with them too. That would connect us to state.

16 MR. WHITE: Another association that we should talk
17 to and we have access to -- I do -- is the National
18 Association Small Business Development Centers and SCORE.
19 SCORE was the one that was anointed to do the entrepreneurial
20 program for the joining forces from the White House, and I'll
21 be working with them directly on that program.

22 VICE CHAIRMAN HARRIS: Good.

1 MR. WHITE: And we can get all the information we
2 had before as far as the number of workshops, the number of
3 attendees, the number of people, all of the rest of these
4 going to fast launch programs.

5 VICE CHAIRMAN HARRIS: So we can talk to Terry
6 about that.

7 MR. WHITE: And there's a lot happening.

8 VICE CHAIRMAN HARRIS: It's a lot happening that we
9 need to put information in one place.

10 MR. WHITE: But, again, and one of the things I'm
11 working on, is to distribute that information to the
12 veteran's community, both in the business community and in
13 the transitioning troops --

14 VICE CHAIRMAN HARRIS: Exactly.

15 MR. WHITE: -- through the TAP room, so that there
16 is a lot out there. But if you come out, if you don't know
17 what's going on, and you go and you punch in veterans or
18 military service or something in the computer in Google, it's
19 like, okay.

20 VICE CHAIRMAN HARRIS: It's overwhelming.

21 MR. WHITE: I don't know where to go. Right?

22 MR. RENTERIA: Well, I like what Steve said,

1 because I know every state -- and can quantify it -- has an
2 SBA veteran rep. And they need to know who we are, because
3 their job -- and we can ask them later -- is to promote
4 greater entrepreneurship.

5 MR. WHITE: And I'm thinking regionally they have.

6 MR. RENTERIA: At every level, yes. So every SBA
7 office has a division that's a veteran rep whose primary
8 focus is to promote better entrepreneurship. And I don't
9 think they know who we are.

10 MR. MUELLER: Actually, some of us do. Some of us,
11 we are on their agenda. We know all, at least, and I dragged
12 Ed with me. And I speak at their workshops and I traveled
13 with them in Georgia.

14 MR. RENTERIA: So yours and mine, that's two.

15 MR. WHITE: And they know me --

16 MR. RENTERIA: Three.

17 MR. WHITE: And, anyway, so.

18 VICE CHAIRMAN HARRIS: We need to go off the record
19 for about 10 minutes. Take a break and get some coffee,
20 whatever. And Stanley, you'll be here the next hour?

21 MR. FUJII: I can be. If you don't want me here,
22 then that's up to you.

1 (Laughter.)

2 (off the record.)

3 VICE CHAIRMAN HARRIS: Okay. As far as this duty,
4 are we doing it?

5 MR. RENTERIA: We need to work better on our -- and
6 identify Terry's copy point paper as our starting year post
7 report.

8 VICE CHAIRMAN HARRIS: Okay. And what about -- I
9 think this goes back to what we were talking about a couple
10 meetings ago about having a central point of order. We as a
11 committee have information, have access to information.

12 MR. SALSBURY: With that, I think it has to do with
13 also training, probably actually being able to use it
14 properly.

15 VICE CHAIRMAN HARRIS: Can you do that in the
16 morning?

17 MR. SALSBURY: I can do that, yes.

18 VICE CHAIRMAN HARRIS: To simplistically how we can
19 deposit information there and how we can retrieve information
20 from there?

21 MR. SALSBURY: Indeed, I can do that.

22 VICE CHAIRMAN HARRIS: Thank you.

1 MR. WHITE: You ought to be able to hook into the
2 one right out there.

3 MR. FIELDER: Could I suggest we specifically --
4 and as I understand it it's set up for internal use, although
5 I see people asking for invites outside of our group.

6 VICE CHAIRMAN HARRIS: Oh, really?

7 MR. FIELDER: Yes.

8 MR. SALSBURY: Well, there's --

9 MR. FIELDER: There's two askers.

10 MR. SALSBURY: There's two. There's a global one
11 that's out there. So there's two or three things. Go ahead.
12 I'm sorry.

13 MR. FIELDER: But the internal one, if we would
14 specifically post the two or three reports that were just
15 given, 9, 10 and 11, the joint task force report, a copy of
16 the charter and a copy of the section of the public law where
17 these fine points are, I think that would make it readily
18 accessible to all of us. And those are just the start of
19 what I think should be the first five or six things that we
20 post that we should be able to use and share a pull down, and
21 hand the people if we need to, that kind of thing.

22 MR. MUELLER: Yeah, yeah. Versus me trying to keep

1 it on my website and e-mail it.

2 VICE CHAIRMAN HARRIS: Okay.

3 MR. RENTERIA: I think once we qualified that
4 communication, I'm a member of the lead to STOB. I think his
5 name is Nathan. He's got a good following. Is it Nathan?

6 VICE CHAIRMAN HARRIS: Nathan. He does the vet
7 papers?

8 MR. RENTERIA: Yeah. But that's what we want, to
9 reach an existing social group out there that's already
10 talking. All of us, you know, it's going to be volunteer,
11 but we should all figure out who those groups are, and, you
12 know. Okay he's visiting, and drop something, because those
13 are the folks we are trying to reach. And you can see all
14 their arguments or positions, and all those other things.
15 But once we call it, script it, the final point what we
16 should promote -- because I think that's our real issue is
17 what are we allowed to promote, when should we promote, and
18 how should we promote it, and because all the while we have
19 an internal Internet, if you will -- we need to be able to
20 push it out as cheaply and as freshly as possible.

21 MR. SALSBURY: Right. And that's why there's a
22 Facebook and a LinkedIn page on top there.

1 MR. RENTERIA: Yes, yes. So the group or an
2 external?

3 MR. SALSBURY: No. That's external. Those are
4 external type sites, so those are global sites.

5 VICE CHAIRMAN HARRIS: Okay. So they're the three.

6 MR. FIELDER: We talked about what we thought the
7 two preeminent surveys were this year, and I may have
8 aggrandized it a little bit. But we thought that the one
9 survey document that led to a guideline for employers to
10 employ veterans, the Syracuse survey, I love that survey,
11 because you can drill down to specific states, or you can
12 look at it from a very high level and interpret the
13 information globally. But that one and the census --

14 VICE CHAIRMAN HARRIS: Office of Advocacy Data?

15 MR. FIELDER: Yeah. The one that --

16 VICE CHAIRMAN HARRIS: So the SBO.

17 MR. FIELDER: -- the other one that SBA came and
18 briefed us on last month.

19 VICE CHAIRMAN HARRIS: Who has the book?

20 MR. FIELDER: We had the book right here. I'm sure
21 there's a PDF that could be attached.

22 MR. RENTERIA: Yes, PDF definitely would be,

1 because this is a 2012 work?

2 VICE CHAIRMAN HARRIS: Yeah. We were briefed on
3 that at the last meeting. So those two serve. Okay. And I
4 use in speaking publicly. I use data from that survey. What
5 was the gentleman's name who came to speak to us from the
6 last meeting? He was from -- what's his name?

7 MR. FIELDER: I'll look it up. I've give it out
8 when I find it.

9 VICE CHAIRMAN HARRIS: Okay. So we are achieving
10 our number two duty, "Promote the collection of business
11 information and survey data to better incent small business
12 concerns controlled by veterans." However, we need to
13 increase our promotion. Right?

14 MR. RENTERIA: And the steps we've got to take is
15 Terry's going to put a talking put script document.

16 VICE CHAIRMAN HARRIS: Okay. So what are we
17 calling it?

18 MR. HILL: They're just talking points, committee
19 talking points.

20 VICE CHAIRMAN HARRIS: Committee talking points?

21 MR. HILL: What I'll probably do is e-mail it to
22 everybody, because there are probably some things I missed

1 and we want to massage it a little bit.

2 VICE CHAIRMAN HARRIS: Does anybody have PR
3 background on the committee? Nobody has PR background?
4 Okay. So we'll be putting out a media kit, because people are
5 going to eventually start talking to us and seeking us out in
6 our respective areas. We need a whole media kit. That's our
7 goal. That's not what we're going to put out initially.

8 MR. HILL: And I recommend just building it online
9 because everybody e-mails those things.

10 VICE CHAIRMAN HARRIS: Exactly. Exactly.

11 MR. HILL: I mean, obviously, if you want to go
12 visit an office, you want to take some of the talking points.

13 VICE CHAIRMAN HARRIS: So you need it too.

14 MR. RENTERIA: Yeah, yeah. We do.

15 VICE CHAIRMAN HARRIS: Perfect. Number three:
16 Monitor and promote plans, programs and operations of the
17 departments and agencies of the United States that may
18 contribute to the formation and growth of small business
19 concerns owned and controlled by veterans. Monitor and
20 promote plans, programs, and operations.

21 MR. RENTERIA: But then that goes back to a lot of
22 programs out there. A lot of programs that exist, I know the

1 CV right now is the case. All those just being targeted as a
2 program. It's stifling the motivation of some of these
3 veteran owners that are considering another source of
4 revenue, government, and that needs to be somehow
5 incorporated in our report, because it is detrimental. It's
6 asking an owner and it's an 8A check process.

7 I'd like to know of a lot of programs out there
8 that are more positive, but that's definitely a negative
9 program right now; intentionally or unintentionally, it
10 creates some very unintended consequences, because, again, it
11 has that ripple effect. It primes our going to CBE to
12 capture that.

13 VICE CHAIRMAN HARRIS: Identify it, yeah.

14 MR. RENTERIA: Because the other program that
15 shifted -- again, this is procurement, as Steve would say,
16 but they went from seashore to the sand.gov website now. So
17 we have two problems, really, promoting commercial sales as a
18 veteran owner and government sales as an owner. And which
19 one is more viable? You know. American Express did a really
20 good report years ago about how long it takes to go into
21 federal procuring. Seven years and a million dollars later?
22 Okay. So I think as a committee we need to realize it's

1 more liable for a veteran to start commercially, and then
2 consider the government opportunity a small percentage. But
3 a lot of veterans are being told to go to government, but
4 it's costly. It's draining. It's demoralizing, because it
5 is a bureaucratic process.

6 MR. SALSURY: It is a process.

7 VICE CHAIRMAN HARRIS: I don't see that in being a
8 person that trains new veteran owned businesses through this
9 Kauffman initiative I'm working with. I see the stats that
10 we've discussed. I see less than five percent of the people
11 around the table wanting to do government procurement. Other
12 people just want to do a business.

13 MR. RENTERIA: Yeah. And that's probably a stat.
14 That's a result. You know. 5% go federal; 95% not. Okay.
15 So how do we help the veteran become that 95%? So the key
16 thing here is volunteering in all these programs. You know.
17 Should it be 10%? Should we propose, you know, to make
18 greater announcements that the veteran participate in all of
19 that? But we've got 3% says that. Okay. So, you know.
20 It's just 3% revenue. That's all.

21 VICE CHAIRMAN HARRIS: Well, this just says to me
22 it says "Monitor and promote plans, programs and operations

1 at the various departments and agencies of the United
2 States." So what comes to mind is like what we're doing.
3 We're working with NASA. NASA is interested in doing
4 business with more veteran businesses, at least the NASA
5 branch where I live in Houston. So that's what they say. So
6 we're working with them. We're trying to bring veterans to
7 them, make the connections, find out exactly what they need
8 and understand, you know, what do you want.

9 Your procurements are traditionally too big for
10 small, new or pretty new veteran owned businesses. So what
11 they're doing is they're saying, okay. Look at the
12 solicitation. Find a piece of it that you can do, and we'll
13 make some adjustment. So that's collaboration.

14 MR. MUELLER: You know. I think the answer on
15 that, we're doing that. We've been doing that. We have the
16 GSA in here. We'll have other agencies in here.

17 VICE CHAIRMAN HARRIS: Right.

18 MR. MUELLER: So I think, clearly, we're doing
19 that.

20 VICE CHAIRMAN HARRIS: Great. So we leave our
21 approach in that.

22 MR. MUELLER: Hm-hmm.

1 VICE CHAIRMAN HARRIS: We're doing it and we're
2 looking forward to having more government agencies come in.

3 MR. MUELLER: Yeah. Yeah.

4 VICE CHAIRMAN HARRIS: Number 4, develop and
5 promote initiatives. Develop and promote initiatives,
6 policies, programs and plans, designed to foster small
7 business concerns owned and controlled by veterans.

8 MR. MUELLER: Now, I don't know about -- let me say
9 this. I don't know about developing, but we certainly are --

10 VICE CHAIRMAN HARRIS: That's what it says.

11 MR. MUELLER: Well, I don't know. It says "develop
12 and promote," so that means both; but, I would say at least
13 if we jump on the bandwagon at Syracuse University, we would
14 be doing that.

15 VICE CHAIRMAN HARRIS: Well, we're promoting.

16 MR. MUELLER: We are. And you're promoting V-WISE.

17 VICE CHAIRMAN HARRIS: And I'm promoting EBV. I
18 mean I'm EBV graduate, Syracuse's signature program.

19 MR. FIELDER: We don't have the resources to
20 develop a program.

21 MR. MUELLER: No. We don't.

22 VICE CHAIRMAN HARRIS: I don't agree with that.

1 MR. FIELDER: And so --

2 VICE CHAIRMAN HARRIS: I think we can.

3 MR. FIELDER: -- let me finish, Marylyn.

4 VICE CHAIRMAN HARRIS: Media, technology, awareness
5 program.

6 MR. FIELDER: No. We can advocate for the
7 development of a program. We can assist others in developing
8 programs. And I suspect that's what the language was meant
9 to say, but when you read it as words, it says "development."
10 There's six of us sitting here today.

11 MR. MUELLER: Yeah. And what resources -- I mean,
12 you're developing a program. I can develop a program and run
13 around the state of Georgia by myself.

14 VICE CHAIRMAN HARRIS: Well, that's a program.

15 MR. RENTERIA: Well, I'd like you to take it as a
16 starting point, we may not see it under our terms.

17 VICE CHAIRMAN HARRIS: Right.

18 MR. RENTERIA: But create an outline where this is
19 the idea we think needs to be developed. It could take three
20 or four years, perhaps, but each committee now has a task to
21 contribute to that development, whatever it may be. You
22 know. The talking point that Terry told me is a program he's

1 about to develop into script.

2 MR. MUELLER: Let me say this, though. I think,
3 like I say, I was so impressed with what Mike's programs
4 doing, and I told you you could see him and Ed knows this,
5 but I'm ready to help take his program and bring it to
6 Georgia. And they can get in front of the board of regents,
7 which I know a number of the board members, and getting them
8 and actually help sponsor or facilitate the development of
9 his program in Georgia. I've got a number of questions, and
10 I want to help him do that. But that program has basically
11 already been proven, being certified, if you want to call it
12 by this agency. And the SBA supports it.

13 VICE CHAIRMAN HARRIS: So you could develop a
14 program.

15 MR. MUELLER: Well, I could. I would be taking and
16 developing that and bringing it to Georgia.

17 MR. RENTERIA: And that's as Steve said very
18 clearly there's hundreds of programs out there. How do we
19 cherry-pick them? We've got to be very careful not to say
20 let's go get Georgia's program and consider our program, and
21 we'll go 99 that are out there. They could also be
22 challenged.

1 MR. MUELLER: Well, no. But the thing is if you
2 could listen to the briefing, I don't know what you all
3 thought. But I was so impressed. I read all this stuff.
4 I've studied this website. I've looked at all the stuff he's
5 doing. He, by far, in terms of --

6 MR. WHITE: He has no problem. He doesn't need to
7 introduce them to Georgia. He's got about 20 schools that
8 want to do it, and they're trying to make sure they're the
9 ones that they want to go to, then find the funding to do it.

10 MR. MUELLER: Well, he said that DOC would help.
11 He didn't have anybody.

12 MR. WHITE: For U.S. help, you've got to raise
13 money for it.

14 VICE CHAIRMAN HARRIS: I think we need to stay
15 friendless.

16 MR. MUELLER: Oh. Is that for raising money?

17 MR. FIELDER: Oh, yeah. When I asked him the
18 question, that was exactly the answer I got.

19 MR. WHITE: Okay. He's got plenty of distribution,
20 you know. He's got plenty of schools that want to duplicate
21 it.

22 MR. FIELDER: He's got to self-support. But to the

1 answer to the question, the process that we put into place
2 that we talked about, if we continue that process -- and I
3 think we should comment on it on our report -- that if you go
4 back to number two, if number four is develop and promote
5 initiatives, number three was monitor and promote plans. And
6 this is that screening of plans, so that when we help people
7 develop programs, we pick the right ones. And it goes to my
8 point that I didn't make very sharply, that I was going to
9 catch up on time. But there's a plethora of programs out
10 there, and I think part of our development and our promoting
11 should be to weed out the credible ones.

12 VICE CHAIRMAN HARRIS: That's the program.

13 MR. FIELDER: And the ones --

14 VICE CHAIRMAN HARRIS: It's the oversight program.
15 That's who we are, we can be.

16 MR. FIELDER: And I'm almost leery to say this, but
17 there's such a plethora of programs out there that, one, they
18 confuse the returning veteran in terms of which are the ones
19 I should sign up for. And, secondly -- and this is the one I
20 can't prove yet, but have a suspicion -- a Mod 1 calibrated
21 eyeball, if you will, that there are so many programs that
22 they're looting the resources to make any one of them as

1 effective as they could be. And we could use this committee
2 to endorse and promote to make sure resources get to the ones
3 that have the most potential to be the most effective.

4 MR. SALSBURY: You mean an advisory committee?

5 MR. WHITE: I don't think -- I think I agree with
6 you totally about everything except we can't do it. One, we
7 don't have a couple of hundred employees to monitor
8 everything and figure it all out. And, plus, that's not our
9 job.

10 MR. RENTERIA: Well, the upper word on that line
11 when it comes up is fostering. It says "to foster." Okay.
12 Terry's got the program. It's called a script. We're going
13 to develop a public relations program, for lack of a
14 scripter. That's our program, because our program is to
15 foster, and it's communications. And we've got communicators
16 here. So the programs should be simple in that we're going
17 to develop and promote whatever --

18 MR. WHITE: Who's going to read it? Who are we
19 targeting?

20 MR. RENTERIA: Whoever we visit. I mean we now go
21 visit folks.

22 MR. WHITE: No. You're talking about doing a

1 clearinghouse for programs. That would be more targeted for
2 -- we're not reaching that. We're not targeting --

3 MR. RENTERIA: Well, no, because the simplicity of
4 learning this communication is knowing these portals exist.
5 I mean I guess this is out there, so our program is not to
6 reinvent, but to redirect. Okay. And because it's all out
7 there, you know, we don't have to read every single line,
8 because it's up to the reader to pick which choice they want
9 to go in. And I'm not going to say, well, go to page 16. I
10 go to the book to read it. Okay. So I think Terry really is
11 our program, our communication. It is our program.

12 VICE CHAIRMAN HARRIS: That is the program I was
13 talking about. I think you guys got it too intently.

14 MR. RENTERIA: Yeah. But that's because it's going
15 to foster what we are exposed to to deliver to the masses.
16 Okay. That's all it is. We're fostering.

17 VICE CHAIRMAN HARRIS: And that's a technology
18 issue. We raise awareness through technology about the
19 channels that we reach out to government, industry, non
20 profit sector. The people that come through here, we hold
21 hearings. We basically interview their programs and we sit.
22 You know. We could even do our own survey. Does your

1 program offer this check? Does your program offer this? No.

2 MR. RENTERIA: And I have to agree with you. We
3 don't have 100 employees, so we've got to keep this really
4 simple.

5 VICE CHAIRMAN HARRIS: Keep it simple.

6 MR. RENTERIA: A program that we should be
7 developing is the communication program that would review and
8 the system itself tracks itself.

9 MR. HALL: And we already have the structure out
10 there between the SBA and store, and what have you. And I
11 just say, you know, talk to them, because they can tell you a
12 lot of times which organizations are good.

13 MR. RENTERIA: Exactly. Yeah. Because what we're
14 not the qualifier of your program or your program. We just
15 say, hey, they've got great programs.

16 MR. HALL: Well, even the Better Business Bureau.

17 MR. WHITE: It's not even ours. It's not even our
18 job to say that.

19 MR. RENTERIA: Well, the development, you know,
20 number 4, develop and promote to foster. Okay. To foster is
21 what we need to develop and it's not difficult to develop
22 something to foster something. And that's not to create or

1 reinvent, but just to redirect what we know about that.
2 There's a bunch of stuff. It overwhelms you, but,
3 ultimately, that --

4 MR. WHITE: Where does that come in under our list?
5 I'm trying to figure out how we got onto --

6 MR. RENTERIA: Number 4.

7 VICE CHAIRMAN HARRIS: That's number 4 in terms of
8 our duties.

9 MR. RENTERIA: Read it. Yeah.

10 MR. WHITE: It says what?

11 VICE CHAIRMAN HARRIS: Develop and promote
12 initiatives, policies, programs and plans designed to foster
13 small business concerns owned and controlled by veterans.

14 MR. RENTERIA: That's our duty?

15 VICE CHAIRMAN HARRIS: Hm-hmm.

16 MR. RENTERIA: It's good duty. It's easy duty.

17 VICE CHAIRMAN HARRIS: So we're doing the promoting
18 the initiatives policies programs and plans. We just need to
19 develop something, and it's what we've been talking about.
20 We've been talking about doing a better job at communicating
21 who we are and what we're doing. We're up here vetting these
22 groups. We have broad spectrum eyesight across the country

1 what's going on in our regions, in our states. We just need
2 to put all that information in one place.

3 MR. WHITE: I learned more when I was down in front
4 of the elevator out there.

5 (Laughter.)

6 MR. WHITE: By the way, what's this? We're going
7 to be going on, so I just got to understand what the
8 community networking --

9 MR. SALSBURY: Clustering?

10 MR. WHITE: Fostering? Clustering? What's that?
11 Do you know?

12 MR. SALSBURY: Okay. Yeah. What is it? The
13 clustering now is on the screen up there?

14 MR. WHITE: Yeah. They have blitz the business
15 program, and but when I saw this whole map of the country
16 when it's clustering to bring together networking groups that
17 can help foster stuff for veterans. And I'm going, like, I
18 thought that's what we were supposed to be. Anyway, it
19 seemed like an interesting thing that we might have wanted to
20 know about.

21 VICE CHAIRMAN HARRIS: It's another thing we wanted
22 to know.

1 MR. HALL: We just go along with that and it will
2 be our program.

3 MR. WHITE: Well, there it is.

4 VICE CHAIRMAN HARRIS: There you go. Okay.

5 MR. WHITE: All right. Bring in the beer.

6 VICE CHAIRMAN HARRIS: Number 4, so we are doing
7 the promotion piece, but now we have a plan for the
8 development piece. Right?

9 MR. HALL: We do?

10 MR. RENTERIA: One sheet is a good program. I go
11 out with one sheets.

12 VICE CHAIRMAN HARRIS: Yeah. We're developing
13 talking points, so we're all going to go out in the community
14 and say the same thing.

15 MR. RENTERIA: For the opportunity?

16 VICE CHAIRMAN HARRIS: Yeah. And say the same
17 thing.

18 MR. RENTERIA: That's the responsibility. Right?

19 MR. HALL: Yeah. Just so you got a script when you
20 go out.

21 VICE CHAIRMAN HARRIS: That's the developing part.

22 MR. HALL: Yeah.

1 VICE CHAIRMAN HARRIS: And, truthfully, I don't
2 think many people are recognizing us now. Does anybody
3 disagree?

4 MR. RENTERIA: They don't even know we exist.

5 MR. WHITE: Exactly. I'll --

6 VICE CHAIRMAN HARRIS: That's my point.

7 MR. RENTERIA: The reason they don't recognize it
8 is they never recognized it.

9 VICE CHAIRMAN HARRIS: That's my point.

10 MR. WHITE: Did you know about it before you were
11 asked to be in it?

12 VICE CHAIRMAN HARRIS: No. I knew about it from
13 listening to Rod talk about it when he made a visit to D.C.

14 MR. RENTERIA: Yeah. He quit his job.

15 MR. WHITE: John Garcia dragged him along. I said
16 what the hell is he doing bringing this guy in here?

17 VICE CHAIRMAN HARRIS: He told me he was going to
18 D.C. to do something, and he told me what he did up here.
19 And he heard about this, evidently, and then I've just
20 listened to what he said.

21 MR. RENTERIA: The bunch who reported to me if
22 they're not -- we have a waiting list to become part of this

1 committee. We have four holes to fill. Okay. So because
2 we've got four holes to fill, no one knows about us. No one.

3 VICE CHAIRMAN HARRIS: It's because we don't talk
4 about what we do.

5 MR. RENTERIA: I think we relied on the SBA --

6 VICE CHAIRMAN HARRIS: Right.

7 MR. RENTERIA: -- to recruit, when we should rely
8 on each. Say, you know, everybody's all over the country.
9 We should part our talking points, become a advisory member,
10 then what you need to do.

11 VICE CHAIRMAN HARRIS: If you want to serve.

12 MR. RENTERIA: Okay. I'll guarantee you across the
13 country if we have that talking point, again, our developed
14 program communications, we should be inundating the SBA. And
15 I don't know that's through election process or not.

16 MR. WHITE: So what's the standards? We would ship
17 you names of people that would be interested in becoming
18 members of the committee?

19 MR. RENTERIA: Yeah. I don't even know how that
20 works.

21 MR. FUJII: Go to Cheryl.

22 VICE CHAIRMAN HARRIS: Yeah.

1 MR. MUELLER: And we've done that.

2 VICE CHAIRMAN HARRIS: We have.

3 MR. MUELLER: And I think by a show of hands, how
4 many of you have submitted additional names?

5 MR. RENTERIA: Several, yeah.

6 MR. MUELLER: How many have you submitted?

7 MR. RENTERIA: About four.

8 MR. MUELLER: How many have you submitted?

9 MR. SALSBURY: I submitted one. I thought it was
10 pretty good, actually.

11 VICE CHAIRMAN HARRIS: According to this ad, when
12 there is an opening 30 days after someone has --

13 MR. RENTERIA: That should be an issue. That
14 should be --

15 MR. WHITE: And I submitted another one as well
16 too. And Curt and I talked to the person, and never heard
17 diddly-squat.

18 VICE CHAIRMAN HARRIS: The press has taken --

19 MR. WHITE: It doesn't have to be on the committee
20 on the report. It just means we need to discuss it with --
21 and say what do we do to make this happen.

22 MR. RENTERIA: You know. He might have never even

1 heard of it. My concern in the report used to express good
2 things and issues. Our issue is why are we short four.
3 Okay. And that's an issue for me. I mean if all these six
4 collectively could have those seats filled, so who is
5 responsible for that?

6 MR. WHITE: No, but I'm saying on our report to
7 congress, not only that means if we have problems with the
8 SBA, we ought to address it to them and say what are we doing
9 about it. And then the report, if we're just saying that
10 they're not supporting us or something, that's not important.

11 What we need to do is say, hey, aren't you supposed to do
12 this, or how do we make this happen better or communicate
13 better.

14 MR. SALSBURY: Well, what guidelines are you
15 looking for?

16 MR. WHITE: I don't think that's the report.

17 MR. RENTERIA: Well, yeah. What I was pointing
18 out, I think right now, because this has been an issue since
19 the founding sessions, that you've been doing -- I haven't --
20 have we ever been at capacity?

21 MR. WHITE: I think when I came on it was capacity.

22 MR. RENTERIA: Was it?

1 MR. WHITE: I think so.

2 MR. RENTERIA: And then it fell off?

3 MR. WHITE: It has. It's gone down. We haven't
4 filled the spots.

5 MR. HILL: But it's your responsibility between the
6 chairman and the staff liaison to say, okay. We've got an
7 empty spot here.

8 MR. WHITE: When I came in, there was like three or
9 four of us came at the same time.

10 MR. RENTERIA: Yeah. So how do we do that?
11 Because this is a program. We're part of an agency program.

12 MR. FUJII: Yeah. If you have recommendations,
13 then submit them to me and I'll follow-up with the --

14 MR. RENTERIA: Yeah. Right.

15 (Asides.)

16 MR. FUJII: Make recommendations and go ahead and
17 submit them to me, and then I'll forward them on.

18 MR. WHITE: So we submit them. We submit the names
19 to Stan, because obviously they never go them.

20 MR. RENTERIA: Well, Cheryl confirmed that she had
21 mine, but I don't know that process. I really don't know
22 what the process, not that I care all the process.

1 MR. HILL: Well, the process I understand from the
2 chairman was when you submitted a name to staff and staff was
3 to send them a form to fill out that they had provided the
4 information and sent it back, so it could be vetted.

5 MR. FUJII: If it's like any other process we have,
6 then we would go through and make sure the person's
7 interested. The second part is get information. The third
8 part is then we have to provide it through our vetting
9 process. If they're cleared, then we would then go back into
10 committees, whoever it is. In this case, you folks, and make
11 sure this is appropriate. And, blah, blah, we're in.

12 MR. RENTERIA: What's the cycle? What's the life
13 cycle of that?

14 MR. FUJII: The vetting process is going to be the
15 longest part.

16 MR. FIELDER: I can answer your question from
17 having just done it. Curt nominated me and turned my name
18 in. At some point Cheryl sent me a form and said "Here's a
19 form and I need a resume to go with it." In fact I've got it
20 right here if somebody wants to look at it. And I sent it in
21 to her, and she said, "No. It needs to go through the
22 vetting process. It could take a while." And I thought,

1 well, okay. How long does that generally take? She said,
2 oh. At least 90 days. And for some reason two weeks later I
3 got a phone call that said you're the newest member.

4 MR. WHITE: Well, you're government service.
5 You're a GSA. I mean that streamlined it pretty quickly.

6 MR. FIELDER: No. I previously admitted to you.

7 MR. WHITE: Yeah. That's what I meant. I think
8 that streamlined it.

9 MR. FIELDER: Okay. But somehow, whatever sent
10 into the vetting process, and I was told the vetting process
11 not only included the SBA, but a White House vetting process.
12 And I think that's because of the requirement in the charter
13 that says no more than eight members of the president's part
14 of it.

15 VICE CHAIRMAN HARRIS: Right. You can be -- yeah.
16 You can't be any more than eight.

17 MR. FIELDER: So could we get a list of the
18 criteria of that?

19 VICE CHAIRMAN HARRIS: It's all in the law. I can
20 get it printed out.

21 MR. FIELDER: Well, it's actually in the charter.

22 DEPUTY CHAIRMAN HARRIS: Yeah.

1 MR. FIELDER: Okay.

2 MR. RENTERIA: So I guess the question really then
3 is how many pendings does Cheryl have, because I recommended
4 one from Texas. He's the one who worked for a local credit
5 union there. He said he got the call, and, again, I think,
6 if you don't respond to the letter that it's the individual's
7 fault -- nobody else's.

8 MR. MUELLER: Well, why don't we do this. Let's
9 ask that question today, and let's get an update on how many
10 candidates we have submitted. And if they're not going to be
11 considered --

12 MR. RENTERIA: We should continue to communicate?

13 MR. MUELLER: That's a delayed question.

14 MR. RENTERIA: We've got a -- question tomorrow
15 morning.

16 DEPUTY CHAIRMAN HARRIS: No, let's talk to Cheryl,
17 first.

18 MR. SALSBURY: I think they have a quota on Texas -
19 - no more than two.

20 MR. MUELLER: Yeah.

21 MR. SALSBURY: And that could have been it.

22 (Break.)

1 DEPUTY CHAIRMAN HARRIS: Okay, guys. Number 5.
2 Let's get through the duties, because we have some other
3 stuff we need to talk about before lunch. Number 5, this one
4 is kind of null. "In cooperation with the National Veterans
5 Business Development Corporation, develop a comprehensive
6 plan to be updated annually for joint/public/private sector
7 efforts to facilitate growth."

8 MR. WHITE: We can skip that one.

9 MR. RENTERIA: They shut them down. Right?

10 DEPUTY CHAIRMAN HARRIS: Okay.

11 MR. HILL: No. We didn't. They should. We ought
12 to put a recommendation in that it should be shut down.

13 DEPUTY CHAIRMAN HARRIS: It was something I saw in
14 the February issue.

15 MR. HILL: And made to pay back all the money they
16 wasted.

17 DEPUTY CHAIRMAN HARRIS: Yeah.

18 MR. FIELDER: So that development corporation no
19 longer exists?

20 MR. WHITE: No.

21 DEPUTY CHAIRMAN HARRIS: Well, it was --

22 MR. WHITE: It's ineffective now. Vet's Corps.

1 DEPUTY CHAIRMAN HARRIS: Vet's Corps.

2 MR. RENTERIA: Vet's Corps, yeah. Vet's Corps --
3 there was a guy out there named Barnett. Yeah.

4 MR. WHITE: There's a bunch of his running it and
5 went through 18 million bucks.

6 DEPUTY CHAIRMAN HARRIS: Our powers, hearing us,
7 our powers, hearings, subject to Subsection E: "The committee
8 may hold such hearings, sit and act at such times and places,
9 take such testimony and receive such evidence as the
10 committee considers advisable to carry out its duties."

11 Okay. We're doing that. "Information from federal agencies:
12 Upon request of the chairperson of the committee, the head
13 of any department or agency of the United States shall
14 furnish such information to the committee as the committee
15 considers to be necessary to carry out its duties."

16 MR. RENTERIA: We've never exercised, I don't
17 think. Right, Steve?

18 MR. WHITE: We have subpoena power.

19 (Asides.)

20 DEPUTY CHAIRMAN HARRIS: Number 3, "Use of Mails:
21 The committee may use the United States mail in the same
22 manner and under the same conditions as other departments or

1 agencies of the United States." Number 4, "Gifts: Committee
2 may accept, use, and dispose of gifts or donations of
3 services or property." I don't really understand that one.

4 MR. WHITE: I want to vote.

5 (Laughter.)

6 DEPUTY CHAIRMAN HARRIS: I'm just reading what the
7 law says. And then it talks about meetings. But the point
8 is we need to say out loud what our duties are, have
9 discussion about them, check and balance ourselves, to see
10 are we doing what we're supposed to be doing. For the most
11 part we are. We just need to --

12 MR. SALSBURY: Fine tune things.

13 DEPUTY CHAIRMAN HARRIS: Yeah. Fine tune some of
14 our internal initiatives.

15 MR. SALSBURY: Like when there's a meeting and you
16 need a password.

17 (Laughter.)

18 DEPUTY CHAIRMAN HARRIS: So Rod is going to do a
19 briefing for us in the morning. Is it called a portal?

20 MR. SALSBURY: It's called a portal, yes.

21 DEPUTY CHAIRMAN HARRIS: Okay. On our portal.

22 MR. SALSBURY: Hm-hmm. But also what happened in

1 the last remote meeting was I couldn't get on the meeting.
2 Actually, Robert should have had the actual password for that
3 so he could start the meeting. That way, it would have been.
4 No one could start the meeting except me.

5 DEPUTY CHAIRMAN HARRIS: Right, right.

6 MR. SALSBURY: I wasn't available.

7 DEPUTY CHAIRMAN HARRIS: Yeah. That's what the
8 problem was.

9 MR. SALSBURY: Right, exactly. Because one laptop
10 I can't do anything on, and the other one --

11 MR. RENTERIA: Get three. Get a third one and --

12 MR. SALSBURY: Well, so I think better
13 communication as far as where everything goes, so anyone can
14 start the meeting. That way you don't need just one person,
15 because I was a source of failure for that meeting.

16 MR. MUELLER: Can we get into and route the
17 communications and things like that?

18 DEPUTY CHAIRMAN HARRIS: We are. We're still in
19 the old business on page 2. If you could just make your
20 presentation as simplistic as possible tomorrow so we can
21 know how to access the information and to submit this
22 information, I would appreciate that. The second issue we

1 talked about the bios.

2 The second issue is our committee logic. In this
3 meeting I believe everybody is kind of standing everywhere.
4 Right? And we talked about in the past that we really wanted
5 to stay one place. So how do we feel about that at this
6 time?

7 MR. RENTERIA: I think the challenge is the
8 reservation and the costs. And I think it's almost talking
9 about one room's already booked, so it's chasing down that
10 lodging that will accommodate everybody.

11 MR. MUELLER: And my question, can we request
12 support from Cheryl to set up those reservations for us well
13 in advance, block off some rooms. Somebody did it last year.

14 MR. HILL: Terry did. Terry Schow.

15 MR. WHITE: No. No. That was through -- I think
16 Dan was talking to Rob about that and he made it happen.

17 MR. SALSBURY: Oh, okay. Actually, it was Dan,
18 because Dan sent the information to me to send out there.

19 MR. HILL: Maybe Terry was the recommender. Terry
20 recommended it.

21 MR. WHITE: But that's Bob. They actually called,
22 and I said I don't know why it would be difficult for

1 somebody that's working here all the time to make a phone
2 call and say when you have rooms until such subject and then
3 if they don't make the reservations, they're freed up.

4 DEPUTY CHAIRMAN HARRIS: Okay. Another request for
5 Cheryl. Got it. All right. And to that point --

6 MR. SALSBUURY: And you need to think about the
7 location too. Right?

8 MR. WHITE: Yeah. You know. These are selected
9 over there. I don't care.

10 DEPUTY CHAIRMAN HARRIS: We need to design the date
11 for our next meeting for the end of the year.

12 MR. RENTERIA: I thought this was the end of the
13 year meeting.

14 MR. SALSBUURY: This is the end.

15 DEPUTY CHAIRMAN HARRIS: This is the end of the
16 year? We don't have another one? We're only going to have
17 three this year?

18 MR. RENTERIA: If we have another meeting before
19 the end of the calendar year, that would be next year as in
20 fiscal year 2012.

21 DEPUTY CHAIRMAN HARRIS: Right. So October,
22 November, December.

1 MR. FIELDER: We could have our first meeting of
2 the new year.

3 MR. RENTERIA: Well, typically, it's January,
4 right, because you've got the holidays after October.

5 MR. HILL: We should have some kind of an online
6 get together or something like that just to touch base.

7 DEPUTY CHAIRMAN HARRIS: Well, that's a long time
8 'til January. And let me share with you the momentum is
9 moving out here in the community. I mean I've just been
10 approached so much by the private sector over the last 60
11 days, like never before. And I've been ought here for 27
12 years in the veteran community.

13 So I just think if it is possible for young guys to
14 get back and we could continue to have our hearing, we need
15 to hear from companies that have robust initiatives that will
16 try to do business with veterans -- not only to hire
17 veterans. There are some that are becoming very aggressive.

18 I bought the summer issue of *Fortune* magazine, and these
19 companies are advertising in business magazines, and they are
20 out looking.

21 I am telling you I have been approached by -- I
22 could name six major companies that you probably wouldn't

1 think of that are looking to do business with veterans; not
2 hire veterans, do business with veterans. So I think a long
3 time lapse like that, October, November, December until
4 January, is going to put is at a disadvantage.

5 MR. RENTERIA: So the question is --

6 MR. HILL: Do you know how they located you as a
7 member of the committee? Or did they locate you as a member
8 of the committee?

9 DEPUTY CHAIRMAN HARRIS: No. They didn't locate me
10 as a member of the committee. They located me as a veteran
11 business owner and a person in my city, state and region that
12 works with veteran owned businesses because of my non profit
13 work.

14 MR. FIELDER: In my consulting practice I don't
15 currently represent a service disabled veteran business, but
16 I represent large businesses and a couple of minority
17 businesses; and, I am finding that the publicly available
18 resources to make those matches, frankly, are sketchy and in
19 some cases just don't wash -- whether it's subnet or going to
20 the former CCR -- now called Sam's.

21 I'm trying to remember the SSBA module where you
22 can go in and find small businesses that have self-certified.

1 You can find a wealth of businesses, but when you start
2 going through the screening processes, you can't find.
3 Whether you're a large business looking for a small business
4 to subcontract to in the sense of doing a joint venture or
5 teaming arrangement, or vice versa, you are a small business
6 looking to do business. And the small business offices,
7 frankly, they don't want to be passing on small businesses to
8 large businesses. They think there would be some favoritism,
9 or whatever, and so it's a very convoluted process.

10 And going back to the original comment, what I was
11 trying to say is that that might be something we can deal
12 with next year in the sense of to see if we can find some
13 suggestions of how to -- what we used to call in the GSA --
14 this matchmaking process, make forums available beyond the
15 tools that are there that frankly are overwhelmed with
16 numbers.

17 I went to subnet, recently, Stan, and I pulled up a
18 NACE code for one of my women-owned 8A IT company. And every
19 one of the prime contractors that was looking for a
20 subcontractor in the IT -- because that's to your
21 conversation, you two were talking about -- it's really hard
22 to break in as the prime. Well, one of the ways to break

1 into the federal sector is to go in as a sub. But, as we
2 were looking in subnet, the last listings for many of these
3 NACE codes were 2007-2008 searches by primes, and these are
4 real things that I've been looking at in the last three, four
5 weeks.

6 DEPUTY CHAIRMAN HARRIS: Well, several things are
7 happening around the country. I just got a letter that I've
8 been selected as a special delegate for the *INC Magazine*,
9 Military Entrepreneurs Program in Phoenix, Arizona. It's a
10 huge conference, 5,000 CEOs, Fortune 500 companies included.

11 MR. MUELLER: Is this a 3500 annual convention?

12 DEPUTY CHAIRMAN HARRIS: Yeah, yeah.

13 MR. MUELLER: I've been part of that as a vet,
14 yeah.

15 DEPUTY CHAIRMAN HARRIS: And so those invited a
16 special delegation of about 20 veteran owned businesses to
17 come and network with CEOs. And we are going to be mentored
18 for two days by special CEOs they've linked us up with.

19 MR. MUELLER: Well what are target rich
20 environments that you can identify some folks who can talk to
21 us?

22 DEPUTY CHAIRMAN HARRIS: I really identify them. I

1 already identified them at the National Veterans Small
2 Business Conference. I mean there were six companies in my
3 session that I spoke on. They're ready. They're ready.
4 We're just not ready. They were ready to talk to us.

5 MR. RENTERIA: Well, it goes back to our next
6 meeting.

7 VICE CHAIRMAN HARRIS: Well, what are you thoughts?
8 December?

9 MR. RENTERIA: I think December, which is the
10 earliest holiday we come back, which is Christmas one. We
11 definitely should do virtual before the year's out, maybe
12 two, but I don't know financially, physically, if the SBA can
13 fund us for December. I mean do we want to come back in
14 December?

15 MR. MUELLER: December, you say?

16 MR. RENTERIA: Well, this quarter.

17 MR. SALSBURY: Normally, November 15th or January,
18 whatever. That's when everything kind of shuts down.

19 MR. FIELDER: Yeah. Because whether we're in a
20 continuing resolution or not.

21 DEPUTY CHAIRMAN HARRIS: Right.

22 MR. RENTERIA: When in December could be --

1 VICE CHAIRMAN HARRIS: We have to find a way to
2 communicate.

3 MR. MUELLER: Well, there's no reason we can't
4 continue. We started out with the conference calls. The
5 first one we had was good. The second one, unfortunately,
6 due to whatever reason wasn't well attended and it didn't go
7 off well at all. And there's no reason we can't do one in
8 October. Here's this month. There's no reason we can't do
9 one like we said. We said like the second Wednesday, or
10 third Wednesday, or third Thursday in the month, and
11 everybody can be on the agenda. The thing is what we've got
12 to do, if you can't attend, then somebody needs to -- whoever
13 is going to host it. If it's not going to be the chair, it's
14 going to be me, I don't care. You and I are going to host
15 these things together.

16 MR. SALSBURY: Yeah. Well, like I said, I just
17 didn't get you the password.

18 MR. MUELLER: Yeah. And I've been finding that I
19 can --

20 MR. SALSBURY: So no harm, no foul. So that's the
21 whole thing. It's like probably myself, you, and maybe
22 another get all that information. That way then there's no

1 stop gap.

2 MR. MUELLER: And there's no reason you can't put.

3 You can put it on your calendar now. You know about it. So
4 there's no surprises. And it's only lasting an hour, even
5 though we set aside an hour and a half. We try to get an
6 agenda out ahead of time, which we've done in the past to
7 talk about.

8 DEPUTY CHAIRMAN HARRIS: Okay.

9 MR. RENTERIA: Well, here's the question that
10 because I do this with my eBoard, because not everybody can
11 get on the phone that same day. So I open the eBoard for a
12 week. We said, pitch in, and everybody puts in their
13 comments. Okay. Because the whole intent of this virtual
14 issue, at the end of the day, what do we all say, and what
15 direction you want to go. Because everybody's moving, and
16 you don't get a call and drop it. Could we, Rod, have a
17 week's worth of communication then turn it off so we can see
18 our contributions?

19 DEPUTY CHAIRMAN HARRIS: You mean could it be
20 recorded? The court reporter?

21 MR. RENTERIA: Yeah. Recorded, typed, whatever; I
22 wouldn't want to capture it, but, you know, topic A is

1 talking points. Is it not? And he puts out, "Talk to the
2 committee?" And Ed said nay, and says, "Well, consider
3 this." Okay. But the challenge, really, is getting them on
4 the phone at the same time. But if we capture on an Internet
5 type eBoard week, starting the 1st and ending the 7th, and
6 you're capturing the information, just like he did and
7 checked out these reports, it has to be captured.

8 MR. WHITE: That would be an e-mail problem to do
9 that --

10 MR. SALSBURY: Or chat with him, or discussion.
11 Yeah.

12 MR. WHITE: Or you have a forum where you could --

13 MR. SALSBURY: Yeah. There you go.

14 MR. WHITE: Everything, like I said, one, it may
15 have been confusing to use the photo, one, to add
16 information, to get the information, and I think that's why,
17 like I even asked the question, do you like this format.
18 Yes, no or indifferent? But I want to also put like your
19 comments.

20 That way I can like, you better do my little thing
21 and change it up how it needs to be, and then make it more
22 consumable for everybody so it's not so technical. So I'm

1 definitely trying to break it down as much as possible, but
2 I'm definitely thinking and saying whether --

3 MR. FIELDER: Marylyn, from an eBoard perspective,
4 because I'm so new to it, I favor the real time, whether it's
5 a video teleconference or sitting in this room; or, those
6 that can't get on the video teleconference, they're at least
7 on a phone or we're all on the phone. Having the information
8 as you shared that the video teleconference information would
9 then be held by Rod and Curt, and one other, that we always
10 used, and let's not forget this point. We had one call that
11 went bad, because we couldn't decide which was the rank
12 conference call in number. We weren't using video
13 teleconferencing.

14 MR. WHITE: No. No. Yeah. You know.

15 MR. FIELDER: And so getting clarity on those kind
16 of things, and I think more to your point going back to the
17 point you were trying to make in the sense of scheduling our
18 next in person meeting. And I don't know what the continuing
19 way we should stand, whether there would be funding between
20 now and January first or not. But I think everyone's
21 preference in the sense -- you made a point, Marylyn -- about
22 momentum would be that before the first of the year that we

1 have another meeting.

2 If we can't physically pull that off and it doesn't
3 seem like we're potentially going to define a date today, if
4 we cannot potentially pull that off between now and January,
5 then I think we should definitely think about January being
6 our next in-person meeting. But then we should move back and
7 then schedule meaningful video teleconference, conference
8 line calls starting in October where I would think that the
9 October meeting would have an agenda that would be
10 substantially wrapping up the report, where everybody's
11 making their final "Did you get my last comment," or "You
12 didn't get my point when I added this comment and it didn't
13 get incorporated in the last draft. And here's what I really
14 meant when I said that." And then November and December, if
15 we have calls, it would be prepared for our next in-person
16 meeting, but keeping the momentum going.

17 DEPUTY CHAIRMAN HARRIS: Yeah. We need to keep the
18 momentum.

19 MR. FIELDER: I know that was a lot of words,
20 because I really doubt we're going to decide on a date.

21 MR. WHITE: Well, they're not going to know. It's
22 going to be up to the SBA to tell us that, okay, we're now --

1 we have funding. You guys could try to schedule the next
2 meeting, because you don't even know when you're going to
3 have money.

4 MR. FUJII: What about you can address tomorrow
5 with red?

6 DEPUTY CHAIRMAN HARRIS: October 17th for the
7 conference call, it's a Wednesday. What time do we want to
8 meet?

9 MR. WHITE: Well, Wednesday or Thursday,
10 unfortunately I'm with the --

11 DEPUTY CHAIRMAN HARRIS: I thought it was
12 Wednesdays.

13 MR. WHITE: It was Wednesday in the past.

14 MR. FIELDER: Wednesday at 1:00?

15 MR. MUELLER: Yeah. We said 1:00 Eastern time, and
16 that allowed our comrades on the other side of the world. AT
17 least it wasn't 4 in the morning for them.

18 DEPUTY CHAIRMAN HARRIS: Okay. October 17th, 1:00
19 Eastern time, and then in terms of a potential onsite
20 meeting, let's see.

21 MR. SALSBURY: Maybe 2nd week in January, maybe?

22 DEPUTY CHAIRMAN HARRIS: Yeah. What's the calendar

1 look like?

2 MR. MUELLER: Just don't make it Martin Luther King
3 week, or whenever that is. Something now tells me that we
4 probably have a problem with it. We won't find a hotel.

5 DEPUTY CHAIRMAN HARRIS: Yeah. You're probably
6 right about that.

7 MR. MUELLER: Well, not unless you go ahead and set
8 aside a --

9 MR. WHITE: I want to apologize to everybody right
10 now, because I don't have total control over my time.

11 DEPUTY CHAIRMAN HARRIS: Okay.

12 MR. WHITE: If I get a call that I'm trying to get
13 through to this company and they say we can meet you then,
14 I'm going.

15 DEPUTY CHAIRMAN HARRIS: Okay. So January --
16 what's the date?

17 MR. SALSBURY: Are you guys meeting on Mondays?

18 MR. WHITE: No.

19 DEPUTY CHAIRMAN HARRIS: Yeah. We've had that
20 discussion.

21 MR. SALSBURY: It kind of threw me off the last
22 couple times on Monday. And I'm like Monday is almost

1 impossible. Like this Monday is really impossible.

2 MR. RENTERIA: Well, being away is business days,
3 naturally. It does cost you to come on a Sunday and leave
4 Monday night, Tuesday. If it's a Thursday, I think, get
5 Wednesday, Thursday and Friday, potentially. That's just one
6 member, mind you, but it's business hours for me. And I got
7 to fly on a Sunday and not lose a business day.

8 MR. WHITE: You can do it Monday. I'm just coming
9 in late.

10 MR. RENTERIA: But that's just one, and I don't
11 know whether you guys have that set.

12 DEPUTY CHAIRMAN HARRIS: Okay. Give me a date.

13 MR. FIELDER: It's the 21st.

14 DEPUTY CHAIRMAN HARRIS: The 21st is not --

15 (Asides.)

16 DEPUTY CHAIRMAN HARRIS: What's the one before
17 that? The 14th?

18 MR. WHITE: That's a Tuesday.

19 DEPUTY CHAIRMAN HARRIS: Do you want to do Monday,
20 January 14th, first choice?

21 MR. WHITE: That would be the first choice.

22 DEPUTY CHAIRMAN HARRIS: Second choice?

1 MR. WHITE: Would be the 28th.

2 DEPUTY CHAIRMAN HARRIS: January 28th?

3 MR. WHITE: We're just have everybody on the beach,
4 and I'm going, sorry, I've got to go to D.C. That's the last
5 time I'm doing this.

6 DEPUTY CHAIRMAN HARRIS: Conference call or video
7 conference call, October 17th, 1:00 Eastern time? Next
8 onsite meeting January 14th, 2013, first choice; our second
9 choice is January 28th, 2013. Okay. We need to talk about
10 absences.

11 MR. WHITE: Could I just go back to the dates for
12 one second?

13 DEPUTY CHAIRMAN HARRIS: Hm-hmm.

14 MR. WHITE: We mentioned the Veteran's task force.
15 I'd encourage everybody to join, by the way. The
16 entrepreneurship, I'll send you a link. I'll send you the
17 website to go talk to. If we timed our meetings, there every
18 month --

19 DEPUTY CHAIRMAN HARRIS: Every month.

20 MR. WHITE: -- then if we timed it right, those of
21 you who could make it the next day, you could catch it. It's
22 9 'til noon. It bounces around to different agencies, and

1 they all hosted. They do it sometimes here at the SBA. They
2 do it at VA. They do it at American Legion. Tomorrow it's
3 out in Rockville Center, which really surprises me.

4 DEPUTY CHAIRMAN HARRIS: Rockville Center?

5 MR. WHITE: But it's not the easiest place to get
6 to. But this is the group that will push an agenda, like I
7 said, and do things. It's all on our own. We're not
8 sponsored by anybody. So it's usually 9 'til noon.

9 MR. SALSBURY: 9 until noon.

10 DEPUTY CHAIRMAN HARRIS: 9 'til -- oh. It's a long
11 meeting. Okay.

12 MR. WHITE: But it's usually on a Tuesday. So I'll
13 check the schedule and get back, because it would be cooler
14 if we could go from here, and if you have time to catch even
15 part of the meeting and start seeing the kind of
16 representation that they have, and what's going on.

17 DEPUTY CHAIRMAN HARRIS: Right. Collaboration.

18 MR. WHITE: It's more of a procurement piece,
19 again, but they always have whatever organization is hosting
20 the meeting. They have them in there and they're talking
21 about what they're doing for veterans, talking about other
22 policies, but they'll have -- they always have key people.

1 They'll have, you know, the VA, GSA, all the different people
2 that are doing stuff. They haven't been there, and they come
3 in and they tell them what they're doing, and they get
4 grilled.

5 DEPUTY CHAIRMAN HARRIS: That's good.

6 MR. WHITE: You know. They can pound you pretty
7 good on some of those. Terry, you've been to those meetings
8 before.

9 MR. SALSBURY: Yeah. It's the SBA Office of
10 Management and Budget?

11 MR. WHITE: No. No. It's not SBA.

12 MR. FIELDER: No. He's talking about that.
13 Apparently, he's got the agenda for that.

14 MR. SALSBURY: I'm talking about as far as like the
15 folks that are inter agency.

16 MR. WHITE: Oh. All right.

17 MR. SALSBURY: Yeah. So national employment
18 programs, veterans employee and training service?

19 MR. WHITE: Yeah. This is totally it. This is the
20 inter agency case.

21 MR. FIELDER: That's the government.

22 MR. WHITE: That's is the government one. This is

1 the veterans task force.

2 MR. HILL: He's talking about a volunteer group.

3 MR. SALSBUURY: Oh, volunteer. Okay.

4 MR. WHITE: Veterans task force, Task Force for
5 Veterans Entrepreneurship is the group.

6 DEPUTY CHAIRMAN HARRIS: Okay.

7 MR. FIELDER: What is it?

8 MR. WHITE: Task Force for Veterans
9 Entrepreneurship.

10 DEPUTY CHAIRMAN HARRIS: And can you listen in
11 online?

12 MR. WHITE: Yes.

13 DEPUTY CHAIRMAN HARRIS: So you can live anywhere
14 and listen in.

15 MR. WHITE: You can listen in in a minute. There's
16 a conference call, and they list everybody who's listening
17 in.

18 MR. FIELDER: But you have to be a member, and
19 you're going to send us that information?

20 MR. WHITE: You can just go in and sign up, and
21 say, hey, I'm a veteran and I want to become a member.

22 DEPUTY CHAIRMAN HARRIS: So it's kind of like Vet

1 Force. They do the same thing. Yeah.

2 MR. SALSBURY: That is. That is. It's the same
3 thing. Yeah. I think those e-mails are still alive.

4 DEPUTY CHAIRMAN HARRIS: They're meeting tomorrow.

5 MR. WHITE: IN Rockville Center, just like I said.

6 DEPUTY CHAIRMAN HARRIS: But I don't know whose in
7 these meetings. They're meeting at the Montgomery County
8 Chamber of Commerce.

9 MR. WHITE: And Task Force is just showing up as
10 the --

11 DEPUTY CHAIRMAN HARRIS: Oh, really?

12 MR. WHITE: Yeah.

13 DEPUTY CHAIRMAN HARRIS: Okay. Okay.

14 MR. SALSBURY: Well, you just brought it up
15 earlier, actually.

16 DEPUTY CHAIRMAN HARRIS: I know. Who wants to know
17 about us?

18 MR. WHITE: And Stan's going to that tomorrow.

19 DEPUTY CHAIRMAN HARRIS: Stanley.

20 MR. WHITE: Now, Rick Weidman has been to one of
21 these meetings before.

22 DEPUTY CHAIRMAN HARRIS: I tune in over month just

1 over the phone, and tomorrow they're meeting at the
2 Montgomery County Chamber of Commerce. Barbara Ash is the
3 director, and she runs the veterans and procurement program.
4 I'm a graduate of that program, last year.

5 MR. WHITE: So, there you go. If we combine the
6 dates to their monthly meeting, and if somebody had an
7 opportunity to go to that after the fact, it would make a lot
8 of sense.

9 DEPUTY CHAIRMAN HARRIS: I think that -- because
10 I'm never able to go. I'm never able to go to that meeting,
11 because I live 1500 miles away.

12 MR. WHITE: Well, it's usually like the week before
13 or after. When I'm in a meeting, I always say, this one
14 happens to coincide, but we're meeting tomorrow.

15 MR. SALSBUURY: Because I have actually been able to
16 make a meeting or two when they have them all over the city.

17 DEPUTY CHAIRMAN HARRIS: And are you guys familiar
18 with the National Center for Veterans and Procurement?
19 That's out of the Montgomery County Chamber of Commerce.
20 It's a wonderful program. It's a three-day intensive
21 program.

22 (Telephone announcement.)

1 DEPUTY CHAIRMAN HARRIS: Well, it's wonderful.
2 This is only for veterans in procurement, and you have to
3 have been in procurement for a while. It's a wonderful
4 experience. I graduated last year -- National Center for
5 Veterans in Procurement.

6 MR. RENTERIA: I have to break. Do we have one
7 other topic, or are we going to break for lunch?

8 DEPUTY CHAIRMAN HARRIS: Well, we're going to talk
9 about absenteeism, real quick. What time is your --

10 MR. RENTERIA: In about 10 minutes.

11 DEPUTY CHAIRMAN HARRIS: Okay. Let's talk about
12 absences.

13 MR. SALSBUURY: Well, just to add on a second, so
14 now I have the right people. So tomorrow they're going to
15 have Sen. Ben Cardin and Cong. Chris Van Hollen.

16 MR. FIELDER: It's an election year.

17 MR. SALSBUURY: Marilyn Spinks, Sen. Robb. Yeah.

18 MR. FIELDER: Garagiola.

19 MR. SALSBUURY: Yeah. I'll let you go through all
20 that. And Ed Chiles, Richard Sigma. They're going to have
21 some people there. So I mean I think that would be very
22 value to --

1 DEPUTY CHAIRMAN HARRIS: Well this is the text that
2 I just received from Joe, because he wanted to come today. I
3 said, well, our meeting is closed this morning because we're
4 working on our annual report. "Good morning, Marylyn: Can
5 you have someone send me the names of the council members,"
6 meaning the committee members, and the meeting dates for
7 2012.

8 We would also like to get copies of the minutes
9 from previous committee meetings." And he was telling me the
10 people that are coming. He says "the HVAC," and "Senate
11 Small business committee wanted to know what is the SBA
12 advisory committee on veterans business affairs doing
13 differently than the inter agency task force in small
14 business."

15 MR. HILL: Which means what we're doing here hasn't
16 been communicated to the Small Business Veterans Committee.

17 MR. RENTERIA: Which means this report should be
18 given and sign a copy to them.

19 (Asides.)

20 DEPUTY CHAIRMAN HARRIS: Okay. Albert has to go.
21 Let's talk about absences. I need to keep you guys focused.
22 Absences: We can only be effective if we have bodies in the

1 seats to do the work we have to do. Right?

2 MR. RENTERIA: Agreed.

3 DEPUTY CHAIRMAN HARRIS: So we have some people on
4 the committee that we haven't seen in quite a long time.
5 And, Steve, I need you to help me with this. What are the
6 rules if you don't come to meeting after meeting?

7 MR. WHITE: Well, it was at one point it stated
8 that if you missed three in a row, or something. I don't
9 know what that was, but they could tell us.

10 DEPUTY CHAIRMAN HARRIS: We need to make some if we
11 don't have them.

12 MR. WHITE: But, like, Daryl Hill hasn't been here.
13 I haven't seen him in a year or more.

14 DEPUTY CHAIRMAN HARRIS: Yeah. Me too.

15 MR. WHITE: And I've been here, and I've never seen
16 him in a meeting.

17 DEPUTY CHAIRMAN HARRIS: He did respond. He did
18 respond. He told me initially that he was going to be here,
19 but that a couple days before the meeting he said last week
20 he has to be in North Carolina. He has a 30-day job.

21 MR. WHITE: Whatever it is, he would be
22 questionable.

1 DEPUTY CHAIRMAN HARRIS: Okay.

2 MR. RENTERIA: The key thing is we meet here four
3 times max. You know. We need everybody's 5th percent time
4 at a minimum.

5 MR. WHITE: Well, not only that. When you ask
6 somebody to come and nobody's here, it's very embarrassing,
7 you know, to try to do that.

8 VICE CHAIRMAN HARRIS: It's embarrassing. So what
9 do we want to do? Do we want to have some rules? Like we
10 have three meetings a year. If you miss two?

11 MR. WHITE: I think that probably comes from SBA.
12 We could have our own policy, but I think that comes from
13 them.

14 MR. RENTERIA: Yeah. We're independent, so we can
15 vote on what we believe is --

16 VICE CHAIRMAN HARRIS: That's what I'm asking you
17 guys for -- a decision.

18 MR. MUELLER: My question is if somebody goes off,
19 who's going to make sure we have somebody come on? Because I
20 think if they're nuts about it, I think they're going to do
21 it. Because he was saying send it to Cheryl, then you just
22 said well Larry sent them all to Cheryl. He goes, "Well,

1 send them to me." He didn't realize what was happening.

2 VICE CHAIRMAN HARRIS: So that's good. Okay.

3 MR. WHITE: Just while we're on that, I think we
4 need another banker or a credit union to buy a finance
5 project.

6 VICE CHAIRMAN HARRIS: We do need a finance person.

7 MR. WHITE: You need somebody who's in the
8 business, and I think if we looked for a banker here in D.C.
9 that would be good. Because they're not going to take the
10 time to travel.

11 MR. MUELLER: I will tell you this. I did submit
12 one that he is now consulting practice. He is a Vietnam
13 veteran, ran a bank, but he was the largest SBA lender in the
14 country.

15 MR. WHITE: Well, he'd be perfect one time.
16 There's another guy I met here that's a good guy from PNC
17 Bank who's a Navy and an Army veteran, but he was a really
18 good guy, really aggressive for veterans, wanted to help with
19 veteran programs; but, if they were local, they could come in
20 for a couple of hours if they had to, discuss the finance
21 side and get out.

22 MR. RENTERIA: So absences, do we want to make a

1 position on absences?

2 VICE CHAIRMAN HARRIS: Yes. I would like for us to
3 make a decision.

4 MR. RENTERIA: I think if we're going to have three
5 meetings, two; if we're going to have four meetings, three.
6 We've got to have them here for these because, as you said,
7 it's very embarrassing.

8 MR. WHITE: I'm here for two-thirds of the
9 meetings. Why be here? So I'll be in on it. Right?

10 VICE CHAIRMAN HARRIS: Okay. So how do we do this?

11 MR. MUELLER: Let me ask you. Are we going to
12 continue the conference call planned? We're going to do one
13 in October, and in the past, what we've done, set them up for
14 that Wednesday that's every month. I'd like to recommend
15 that we keep it set that way, and if we decide in the meeting
16 we're in we don't want to do one for the next month, then we
17 can not do it.

18 MR. WHITE: That's a good idea.

19 MR. MUELLER: But I'd rather have it on the
20 schedule, and that way we set up and we have the agenda, and
21 whoever's going to conduct the thing.

22 VICE CHAIRMAN HARRIS: November and December?

1 MR. MUELLER: November and December, there's no
2 reason we can't have one, and even though it's one hour.

3 VICE CHAIRMAN HARRIS: List the dates.

4 MR. WHITE: But if, like, Rod can't do the visual?

5 MR. MUELLER: Then we could just do a conference
6 call.

7 MR. SALSBURY: Well, now I just gave them access.
8 The bill is I was intending to the do the access, but just
9 got caught up in what I was doing, so.

10 MR. MUELLER: Well, the thing is, if we've got one
11 number, I'm assuming we have one calling number. Is that
12 right? We got set up?

13 MR. SALSBURY: Yeah. Numbers are inconsequential
14 to me, but yeah. There is a number that I have set up.

15 VICE CHAIRMAN HARRIS: Okay. So can you give us
16 two more dates for November and December? Give us two more
17 dates?

18 MR. MUELLER: Yeah. You can. I can give you two
19 more dates, but you can look on there and just pick it, if
20 you don't mind.

21 VICE CHAIRMAN HARRIS: Yeah. I don't mind.

22 MR. MUELLER: Just do it before Thanksgiving.

1 MR. WHITE: By the way, at this meeting tomorrow,
2 besides the people you wrote up, Barbara asked you about
3 who's going to be speaking as part of the VIP training
4 session. They had "Three different business owners and then
5 other discussion items. Send us a supportive proposed small
6 business contracting bills, update on the interagency
7 taskforce, congressional recommendations on VACVE Veteran
8 Small Business Application Process."

9 VICE CHAIRMAN HARRIS: Yeah. I'm interested in
10 that. It seems like we need to go that meeting.

11 MR. WHITE: And a follow-up of the SBA Boots To
12 Business for transitioning service members, which Stan is
13 probably going to --

14 VICE CHAIRMAN HARRIS: He is. He is going.

15 MR. WHITE: He is going. Going to the task force.
16 That's what I'm saying. Join the task force.

17 VICE CHAIRMAN HARRIS: That's the whole point.
18 Well, that's our discussion when we come back, communication
19 with them. Okay. October, it looks like. We said October
20 17th, November 14th?

21 MR. MUELLER: That's good.

22 VICE CHAIRMAN HARRIS: And December 19th? October

1 the 17th --

2 MR. WHITE: Well, lets go the 12th.

3 VICE CHAIRMAN HARRIS: November 14th, December
4 12th.

5 MR. WHITE: Yeah.

6 MR. SALSBURY: I'm on a beach.

7 VICE CHAIRMAN HARRIS: Okay. So what we want to do
8 about the absences is in a year when we have three meetings,
9 if you missed two --

10 MR. WHITE: I think if you miss two in a row of
11 anything --

12 MR. RENTERIA: Keep it simple.

13 MR. WHITE: Two in a row, there's a 3 or 4. That
14 includes the conference calls?

15 ME. RENTERIA: Conference calls is additional, I
16 think. Field the call, there's the strength. As Steve said,
17 if they were to come in here and where we speak sees half of
18 us.

19 MR. WHITE: I mean that's -- I mean everybody's
20 making a commitment to get involved with this thing and
21 giving up a lot of time and effort.

22 VICE CHAIRMAN HARRIS: Right. Two meetings in a

1 row --

2 MR. WHITE: If you're going to miss two in a row,
3 you're not committed to it.

4 VICE CHAIRMAN HARRIS: And/or two meetings in a row
5 or two meetings per year.

6 MR. RENTERIA: Well, I think as Steve said, two
7 meetings in a row. I have to keep it simple.

8 VICE CHAIRMAN HARRIS: So then what is the process?
9 We notify him?

10 MR. RENTERIA: When new members come in for a
11 meeting to make sure they understand that they miss two
12 meetings, they're going to have to resign or step down, or
13 something. Otherwise, no sense having someone if there's no
14 change in the attendance.

15 VICE CHAIRMAN HARRIS: So at this point we have a
16 meeting that's missed several meetings in a row. What should
17 happen now?

18 MR. RENTERIA: Well, grandfather it. I mean as of
19 right now identify the new requirement, but grandfather those
20 that missed, because there was nothing in place.

21 VICE CHAIRMAN HARRIS: Okay. So send the chairman

22 --

1 MR. MUELLER: Yeah. Well, we don't even know what
2 his stint is, how long he's going to be on. I have a
3 suspicion he's probably at the end of his term anyway.

4 MR. RENTERIA: You're talking about Daryl? I think
5 he has the same term as --

6 VICE CHAIRMAN HARRIS: I think he's the same as all
7 members.

8 MR. MUELLER: We came in the same day.

9 MR. RENTERIA: Yeah. So we had one year. The
10 majority of us had one year.

11 VICE CHAIRMAN HARRIS: Yeah.

12 MR. RENTERIA: But I think it weakens the voice, if
13 you will.

14 VICE CHAIRMAN HARRIS: Okay. So send a letter with
15 new requirements. So going forward, right, going forward
16 from today forward, if you miss two meetings back to back,
17 then what?

18 MR. RENTERIA: Well, we all acknowledged that we
19 have to turn in our resignation, whatever you want to call
20 it, and step down.

21 VICE CHAIRMAN HARRIS: Request.

22 MR. MUELLER: Yeah. That should do it.

1 MR. RENTERIA: Simple as that, yeah.

2 VICE CHAIRMAN HARRIS: Okay. Because I'm going to
3 have to write this up. Okay. That's absences. We talked
4 about new committee member selection and updates. All right.
5 When we come back from -- well, what time I put us for
6 lunch?

7 MR. MUELLER: It was from 11, let's say 12 to 1.

8 VICE CHAIRMAN HARRIS: Okay. I know you've got to
9 go, Albert. Okay. SBA committee communication, now, this is
10 something that's a burning issue with me. We've got to
11 change this.

12 MR. RENTERIA: What is it?

13 VICE CHAIRMAN HARRIS: Communication with the SBA,
14 we've got to improve this.

15 MR. HILL: Well, I suggest the chairman is the
16 point for that. You don't want all the committee agencies
17 popping into the agency with different stuff. And I don't
18 know. Does Dan have regular communication with the --

19 VICE CHAIRMAN HARRIS: He's never met with -- he's
20 had a conversation with him.

21 MR. RENTERIA: Well, the question I would have is
22 what communication do we want to convey. I mean is it a big

1 session? That means they owe us something they deliver? I'm
2 not sure if they're ever in that position where they owe us
3 something they would deliver. It's a matter of us --

4 VICE CHAIRMAN HARRIS: Asking.

5 MR. RENTERIA: -- making sure what our expectations
6 are.

7 MR. MUELLER: Well, I'd like to ask Rhett what does
8 he see his role related to this committee going forward?

9 MR. RENTERIA: It's in the law.

10 MR. WHITE: He's going to be here tomorrow for an
11 hour, and then he's leaving. He's got a family in places or
12 something, but that's what Stan told me.

13 MR. FIELDER: In the paragraph I literally just
14 stumbled upon, I was researching something that you were
15 talking about. In basically paragraph 8 of the charter, "The
16 designated federal official: The designated federal official
17 (DFO) for the subcommittee is the SBA's associate
18 administrator for veteran business development.

19 The associate administrator for veteran business is
20 a full-time employee who may call committee meetings, call
21 our meetings, on behalf of the SBA administrator to prepare
22 and approve meeting agendas." He would prepare and approve

1 meeting agendas. "Attend committee and task force group
2 meetings, and open and adjourn committee meetings." Is that
3 sort of the --

4 MR. RENTERIA: I just said that a couple minutes
5 ago. I don't think I read that under the "Advisory
6 Committee" section though.

7 VICE CHAIRMAN HARRIS: That's the question. What
8 is the charter versus what is the law.

9 MR. RENTERIA: The law is our guiding document. I
10 mean I think that may have been in-house.

11 MR. FIELDER: And also help me understand --

12 VICE CHAIRMAN HARRIS: I'm looking at the law.

13 MR. FIELDER: -- I guess. I point that out because
14 I'm confused by that and because it's about a hundred million
15 degrees from the majority of our conversations today is, and
16 in the sense of our independence and what we think is in the
17 law. And so this goes back to the original conversation when
18 we make that tomorrow, we just need to clarify.

19 MR. RENTERIA: Would that give you prelaw, Ed?

20 MR. FIELDER: Prelaw, I think this was written as a
21 result of the law is what this is saying. It says, "This
22 committee was created as a result of 6.50."

1 MR. MUELLER: And this charter was filed in January
2 of 2010.

3 VICE CHAIRMAN HARRIS: That's after the law.

4 MR. RENTERIA: So we just need to make sure we have
5 an amended law, because that's not in the law. That doesn't
6 apply; but, the law has it, which is our guiding principle.
7 We execute the law.

8 MR. HILL: How would you fill a charter after the
9 law?

10 MR. MUELLER: I have no idea.

11 MR. SALSBUURY: Well, I can see it, but --

12 VICE CHAIRMAN HARRIS: Here. Come use it.

13 MR. SALSBUURY: Could you just cut and paste the
14 part of it in the e-mail exchange?

15 VICE CHAIRMAN HARRIS: Sure. I thought I did that.

16 MR. MUELLER: Are we expecting somebody walking in
17 here at 1:00?

18 VICE CHAIRMAN HARRIS: No. I just left that time
19 open for Ms. Johnson. She can come any time, 1 until 4
20 tomorrow.

21 MR. MUELLER: Oh, tomorrow. What about today?
22 Nobody's coming today.

1 VICE CHAIRMAN HARRIS: We're just going to outline
2 our report. I will, Curt.

3 MR. MUELLER: What's that? No. I'm not Curt.

4 VICE CHAIRMAN HARRIS: I'm sorry. I've got Curt on
5 my mind. I'm sorry.

6 MR. MUELLER: Bobby, Bobby K.

7 MR. SALSBURY: I'm sorry. I know Curt.

8 VICE CHAIRMAN HARRIS: I'm sorry.

9 MR. MUELLER: This shows you how disconnected we
10 really are.

11 VICE CHAIRMAN HARRIS: No. I know you.

12 MR. SALSBURY: This sounds like I've like eight
13 things on the line.

14 VICE CHAIRMAN HARRIS: Okay.

15 MR. RENTERIA: Well, I'm going to have to exit.
16 Aside from that, what's an hour from now?

17 VICE CHAIRMAN HARRIS: No. We're talking about
18 next is we're talking about the communication. This is
19 probably going to take us all the way to lunch. The
20 communication, and who's going to go forward and talk with
21 Rhett and what we're going to say? I mean we're all going to
22 make introductions and have conversation with him, but going

1 forward is probably going to be Dan.

2 MR. RENTERIA: It should be Dan. Yeah.

3 VICE CHAIRMAN HARRIS: Right. Right. And I just
4 happened to run into him at the dessert bar and took the
5 opportunity to ask him questions. I asked him for time.

6 MR. RENTERIA: If I heard that right, I think we
7 should all be able to talk to Rhett. I don't think we're
8 restricted. I think Dan needs to speak as our single voice.

9 VICE CHAIRMAN HARRIS: Exactly. Exactly.

10 MR. WHITE: Dan's not here today.

11 MR. SALSBUURY: Will he be here tomorrow?

12 VICE CHAIRMAN HARRIS: No.

13 MR. WHITE: But, again, Stan told me that he's got
14 a personal issue and is going to come in from like 11:30 'til
15 12 or something like that.

16 VICE CHAIRMAN HARRIS: He has a crisis he's
17 handling.

18 MR. WHITE: Now, who are you talking about?

19 VICE CHAIRMAN HARRIS: Dan.

20 MR. WHITE: No. No.

21 VICE CHAIRMAN HARRIS: Oh. You're talking about
22 Rhett.

1 MR. WHITE: Everybody's got personal crises right
2 now. We all do.

3 VICE CHAIRMAN HARRIS: Sure do.

4 MR. WHITE: But Dan is his bond and so does Rhett.

5 VICE CHAIRMAN HARRIS: So he is going to meet with
6 us.

7 MR. WHITE: He's going to come in here tomorrow for
8 an hour.

9 VICE CHAIRMAN HARRIS: When he comes back from
10 Puerto Rico?

11 MR. WHITE: Tomorrow. He said he's coming in.
12 Now, that could change.

13 VICE CHAIRMAN HARRIS: I know. We might get the
14 other nice lady that came in today, Ms. McClellan.

15 MR. WHITE: She doesn't have anything going on.
16 It's the other -- what's her name.

17 VICE CHAIRMAN HARRIS: Mrs. Johns, yeah, I think.
18 She's here.

19 MR. WHITE: Does anybody know of a Chuck Shocki, or
20 something like that? Because Ken Yancy, the CO of SCORE said
21 "Have you met this guy?" And I said, "No. I never heard of
22 his name." And he goes, "He's the guy who's not within the

1 Veterans Affairs Group." But I think what actually reports
2 to this guy -- but he is not part of Veterans Affairs, but
3 he's the guy whose champion came up with this whole Boots To
4 Business program.

5 VICE CHAIRMAN HARRIS: We need to know him. What's
6 his name?

7 MR. WHITE: -- national convention. He was going
8 to introduce me, and he owes me an intro. But what I'll do
9 is get with the guy to make sure he knows that I'm on this
10 committee too and we'd be real interested in learning more
11 about the program and the rest of that when he can.

12 VICE CHAIRMAN HARRIS: Well, that's what I'm
13 expecting Rhett to tell us. That's what I asked him to brief
14 us on. We actually can go off record.

15 (Lunch recess.)

16 AFTERNOON SESSION

17 VICE CHAIRMAN HARRIS: While we have Stanley here,
18 he's going to give us a few words about an update on
19 interagency taskforce.

20 MR. FUJII: Wow.

21 VICE CHAIRMAN HARRIS: Thank you for being here.

22 MR. FUJII: Okay. The inter agency task force,

1 they just recently had a meeting. I believe it was a month
2 or so ago. Are you folks familiar with the inter agency task
3 force?

4 MR. WHITE: Hm-hmm.

5 MR. FUJII: Okay. So basically their timeline for
6 coming out with the new report is coming due. So they've
7 been strategizing on what the new report's going to be,
8 because they have last year's 2011 report, which came out
9 with all those wonderful items. Now, they were trying to
10 decide were they doing to come out with a new set of
11 listings, or do you address the ones that were already
12 listed. And I believe there were like 18 items. So instead
13 of coming out with 19, 20, 21, and a whole new stuff, it was
14 like let's address the ones that we already have, like where
15 are we with training.

16 Where are we with education? Where are we with
17 financing? Where are we with all the other issues? So
18 that's what we're working on. There are some items that
19 realize that they were on there and they're just long lead
20 items. You can't complete it in a year. So they're going to
21 address those, but the one such as training, like for our
22 organization, we believe that our Boots To Business is really

1 becoming effective without also working with other
2 organizations and training, et cetera.

3 So Rhett and some others are looking at how they're
4 going to now put together a package to address those. Now,
5 they're trying to also decide what's the format going to be?

6 Is it going to be looking basically the same as last year's?

7 Are they going to address it as different, different poles?

8 Like when you have -- there were several items that sort of
9 crossed over into each other. So you can address it in one
10 write-up, but then you have to have been tied back to let's
11 just say item 1, 5 and 6, and then how do you now do that.

12 That's sort of where they're at now is making sure
13 all the groups are writing it up, preparing everything,
14 because on October 1st or thereabout is when they're supposed
15 to have their report ready. They're facing now the one month
16 crunch. So I'm not sure where they're going to go from
17 there, but I do know that each office has been tasked with
18 what they're supposed to be -- they've been tasked with the
19 groupings they're responsible for.

20 So now it's a matter of when they all come in. But
21 there's certain ones like surety bonds, surety bond
22 increased, but that didn't necessarily have anything to do

1 with the task force. But they're going to still address it
2 by letting folks know that on this issue bonds have
3 increased. Now, did that help out the Veterans and the
4 service-abled vets and everyone else has a direct target? I
5 don't know how they're going to address that portion or if
6 they're going to address it at all.

7 VICE CHAIRMAN HARRIS: So these are all members of
8 government agencies?

9 MR. WHITE: No.

10 MR. FUJII: No. No. There are several members
11 which are part of the Federal Government. So you have DoD.
12 You have the VA. You have GSA, SBA. I forget what the other
13 entity is. OMB? Oh. It's that right there.

14 MR. MUELLER: Treasury? That one's the original
15 report. You have to have seven agencies.

16 MR. FIELDER: And then you have several
17 organizations, like there's -- I believe it was the American
18 Legions. I believe there's a gentleman which was
19 representing like Vet Force was on. And then, Wilfong.
20 Wilfong is representing them. And then there was --

21 VICE CHAIRMAN HARRIS: Veterans of America.

22 MR. FIELDER: I thought there was a private sector,

1 or was that this organization? I don't want to commingle my
2 organizations.

3 VICE CHAIRMAN HARRIS: It's not us.

4 MR. FIELDER: They have -- but theirs is made up of
5 federal agencies on interest groups.

6 MR. MUELLER: If their report, if they have a
7 number of suggestions and then actions that they talk about
8 in this report, do they anticipate what will come out of this
9 is recommendations that will impact a policy or legislation?

10 MR. FIELDER: I believe that some of it will, but
11 not every item. Because the main thing they're looking at is
12 of the 18 that they have there were some that were quick
13 wins. There were some that we just may or may not be able to
14 address them. The ones that may affect policy, those are
15 going to be the long leaders.

16 So we don't know how that's going to work. Some
17 require funding. Some require sort of like the MOU between
18 our agency and other agencies, like GSA or something else, to
19 work out similar to how like the HubZone program had to build
20 an MOU with the Department of Labor so they could do the
21 statistics to figure out what is exactly the labor impact
22 areas for the HubZone areas. So our agency is looking at how

1 is it that we're going to be working with these other
2 organizations as well, or agencies. I don't know if that
3 answers your question, but I would actually hold that one for
4 Rhett or Dick. Rhett will be here tomorrow.

5 MR. MUELLER: What this task force was
6 communicating --

7 (Telephone announcement.)

8 MR. MUELLER: The task force, it was created by an
9 executive order. What's the longevity of this task force?

10 MR. FIELDER: I don't know. Do you know? The
11 inter agency task force?

12 VICE CHAIRMAN HARRIS: The inter agency or the --

13 MR. MUELLER: No, the inter agency. How long is it
14 designed to stay in existence?

15 VICE CHAIRMAN HARRIS: I'm not sure. Didn't this
16 administration commit it?

17 MR. MUELLER: Yeah. I mean, but does it go away if
18 there's a change in administration?

19 VICE CHAIRMAN HARRIS: I don't know.

20 MR. FIELDER: I would think so.

21 VICE CHAIRMAN HARRIS: What, the task force?

22 MR. MUELLER: Yeah.

1 VICE CHAIRMAN HARRIS: Or the advisory committee?

2 MR. FIELDER: No. Task force I don't know if --

3 VICE CHAIRMAN HARRIS: It's not going to go away.

4 If we get a new administration, it's not going to go away.

5 The task force is here to stay. It's supposed to stay.

6 MS. SIMMS: Okay.

7 MR. FIELDER: Yeah. Because that part I didn't
8 know, because it was a White House initiative.

9 MS. SIMMS: Right.

10 VICE CHAIRMAN HARRIS: Right.

11 MR. FIELDER: So I didn't know how that --

12 VICE CHAIRMAN HARRIS: I think it's going to be
13 here. It's supposed to stay, I think.

14 MR. HILL: If I remember, my executive order, an
15 executive order has to be contramanded (sic) from
16 administration to another for something --

17 MR. MUELLER: You would think it would stay anyway.
18 I mean the goal is pretty sound.

19 MR. SALSBURY: It would make sense.

20 VICE CHAIRMAN HARRIS: Yeah.

21 MR. HILL: But the appointees change with the
22 administration. Don't they?

1 MR. MUELLER: But to clarify, also go back to my
2 question. You did indicate that what could come out of this
3 inter agency task force is potentially policy recommendations
4 or legislative recommendations that take these actions and
5 turn them into something that actually happened. Correct?
6 Am I correct?

7 MR. FIELDER: Correct.

8 MS. SIMMS: You all are more than welcome to attend
9 the inter agency task force. I'm not sure exactly when the
10 next meeting is, but I'll be more than happy to send you --

11 VICE CHAIRMAN HARRIS: Like an e-mail?

12 MS. SIMMS: Ah-hah, ah-hah.

13 VICE CHAIRMAN HARRIS: It's open to the public?

14 MR. SALSBURY: It is.

15 MS. SIMMS: Ah-hah.

16 MR. MUELLER: Where do they hold the meetings?

17 MR. FIELDER: Here.

18 MR. MUELLER: In this office?

19 MR. FIELDER: It will be in -- it's in this
20 Eisenhower room, depending on the size. It's either on that
21 side and it has the whole this side also, or sometimes just
22 half the room.

1 MS. SIMMS: Yeah. It really depends. But, you
2 know, pretty soon there's not going to be an Eisenhower
3 conference room. So, yeah, because people from our field
4 office is going to come here and we've got to make space for
5 them. And you all will be meeting. You'll still be meeting
6 here at 409.

7 MR. FIELDER: We just have to find out where the
8 conference room will be moving to.

9 MS. SIMMS: I think they're going to be down on the
10 concourse.

11 MR. FIELDER: Okay. This is Brian Goodrow. He
12 worked for our office, formerly with the Washington
13 Metropolitan Area District Office. He's here on behalf of
14 Ramona with the Boots To Business information. And, Brian
15 meet the Veterans Advisory Committee. You almost got tasked
16 with finishing your report by the end of the month.

17 VICE CHAIRMAN HARRIS: Are you with the office in
18 town?

19 MR. GOODROW: Correct. Hey, Kurt? I think it was
20 the executive order, actually, the last two pages of the
21 report.

22 MR. MUELLER: Oh. It was?

1 MR. GOODROW: Yeah.

2 VICE CHAIRMAN HARRIS: My name is Marylyn Harris.
3 I'm from Houston. I met you at the National Center for
4 Veterans and Procurement last year. You were on the panel.

5 MR. GOODROW: I was on the panel, yes.

6 VICE CHAIRMAN HARRIS: I have a great memory for
7 faces. I never remember names, but welcome.

8 MR. GOODROW: Thank you. Thank you very much.

9 MR. FUJII: Marylyn also is very active with VYs.

10 MR. GOODROW: Okay. Yeah. And I was at VYs in
11 Baltimore.

12 VICE CHAIRMAN HARRIS: Oh. I was there. I think I
13 sat at the table with you. Yeah.

14 MR. GOODROW: We may have. Yeah.

15 MR. FUJII: At the District Office, Brian is also
16 the veteran liaison for the District Office.

17 VICE CHAIRMAN HARRIS: Okay. I know I met you at
18 VIP, though.

19 MR. GOODROW: Yeah, absolutely. Do you want me to
20 just --

21 MR. FUJII: They were interested to know about this
22 program and any thing you had to offer.

1 MR. GOODROW: Sure. The Boots To Business program
2 is as program that is run by, executed by the SBA in
3 conjunction with Syracuse University. VA and DoD are
4 involved in this joint effort. The program builds on SBA's
5 role as a leader in entrepreneurship throughout the country,
6 and in partnership with Syracuse University, we bring the
7 Whitman School of Business expertise, bring that to the table
8 for these transitioning troops. So Boots To Business program
9 is a program that helps transitioning service members bridge
10 that gap from where they are in the military to
11 entrepreneurship.

12 You know. The transitioned GPS that transitioned
13 services for the troops in the past has been different to
14 accommodate different troops at different bases, and there
15 was an initiative to go ahead and standardize that
16 transitioning service where there's transitioning service
17 members. So for the transitioning service members, there's a
18 segment by the VA for VA services.

19 There's a segment by Department of Labor for
20 Department of Labor writing a resume and those types of
21 services. And there were some optional tracks for those
22 service members. So they'll all go through those mandatory

1 tracks, and then they'll go through some optional tracks.
2 The optional tracks include vocational training. They
3 include traditional education, traditional job market, and
4 then of course entrepreneurship. And that's where the Boots
5 To Business comes in. So they have an entrepreneurship
6 track. In the past the transition for the service members
7 was one size fits all; but, now, they'll get some optional
8 tracks and make it just for them. So this Boots To Business
9 track goes something like this.

10 While they're in the mandatory part of that
11 transition, they'll be exposed to a ten-minute video. The
12 ten-minute video will try to let them know that this track is
13 available to them, and what they can expect from this
14 entrepreneurship track. And if they select that
15 entrepreneurship track, then they'll be exposed to a two-day
16 curriculum.

17 The two-day curriculum -- that's our phase two of
18 the program -- our two-day curriculum is built around a
19 feasibility study, building a feasibility study. So at first
20 we link them to -- we tell them, you know, we have all these
21 great traits that are consistent with being a good
22 entrepreneur. You have great character. You have a great

1 work ethic. You know. You seek mission accomplishment. We
2 try to bridge that gap to tell them, you know what? That's
3 why service members over index an entrepreneurship, and
4 that's why they're so successful, because they have these
5 character traits and you can do it too.

6 We caution them that entrepreneurship isn't for
7 everybody, that there needs to be not only buy in by them,
8 but if they have a spouse that their spouse should buy-in
9 also. So we kick it off with that, and then we build the
10 rest of that two-day curriculum around a feasibility study.
11 And the feasibility study we'll talk about SBA programs and
12 services. It will talk about our resource partners. It will
13 talk about finances, you know, how to finance a small
14 business.

15 It will talk a little bit about franchising, and
16 what you need to consider, what a service member might need
17 to consider if they're going to franchise. It will talk
18 about marketing a little bit. So it gives a broad overview
19 of what it might take to be an entrepreneur just to flavor,
20 links them to the resources that are available to them after
21 this two-day is over, and walks them through a feasibility
22 analysis. So it walks them through, you know.

1 Is their idea a viable idea? Is it something that
2 they really want to link to? Because while we went away and
3 provide them with the tools for success, should they decide
4 to be entrepreneurs? We save them a lot of money and we save
5 a lot of our resource partner's time should they figure out
6 that entrepreneurship isn't quite for them, isn't quite right
7 for them right now. So it might be something that they
8 consider, are exposed to all the tools.

9 They still walk away with this feasibility analysis
10 and all the paperwork on how to do it and the knowledge in
11 the book on how to do it. But they might decide that it's
12 not quite for them. So it's kind of an odd way to think
13 about it, but we actually -- you know. We made some progress
14 by service members deciding it's not quite right. Now is not
15 quite the right time for me to do this.

16 After that two-day course, the service member is
17 giving the opportunity to enroll on an eight-week online
18 course. It has a live instructor. It meets once a week.
19 Right now it's on Mondays for eight weeks. And, in that
20 course, they get to actually work on a business plan. So
21 they actually get that first step and work towards that
22 business plan with an instructor, get the e-mail back and

1 forth. The instructor has office hours. And they get to
2 talk to an instructor on how to write that business plan, and
3 that instructor will walk them through that business plan.

4 If they should miss a course, they can come back to
5 the course, and they can e-mail the instructor or meet up
6 with the instructor during office hours. And, also, they'll
7 be able to take that business plan and then go back to our
8 resource partners after they're all done to refine that
9 business plan, to make that business plan even better. So,
10 right now, it is sponsored by the Whitman School of Business
11 and Syracuse University.

12 We've had a roll out of that two-day curriculum.
13 We have four pilot sites for the initial Boots To Business,
14 the initial course I told you about that traits of a service
15 member match up to that of an entrepreneurship and over
16 indexing. We have four pilot sites for that. There were
17 four Marine Corps bases. It's always tough to do a list.
18 Right? So I'm going to try to do a list here.

19 Twenty-nine Palms, Camp Pendleton, Quantico, and
20 Miramar. Or, I'm sorry. Cherry Point and Miramar. Those
21 are the four pilot sites. That was the 90-minute course I
22 told you about. We have also rolled out the two-day at

1 Anacostia, Bolling, and we are about to roll it out in a
2 couple more bases. We were about to go to Kings Bay,
3 Georgia, next week, Fort Sill is on the near Horizon.

4 We think Bethesda is on the near horizon also. Our
5 plan is to roll this out progressively over the next year,
6 and working closely with the services, each of the services
7 to go ahead and develop this roll out plan so that our
8 trainers are ready. Our trainers are ready as the services
9 are ready to roll this out. This coming week we train our
10 Veterans business outreach centers on the two-day, on the
11 Boots To Business two-day curriculum. We have Syracuse
12 University coming down to brief our VBOCs on the concept, on
13 this program, the material that they're supposed to deliver.

14 And our further role, as we intend to use some of
15 these role as a Kings Bay, Georgia, to go ahead and train
16 some of our resource partners that are local in that area.
17 So Syracuse is actually going to go down and teach Kings Bay,
18 and some of our resource partners will be down there sitting
19 in the back of the class and be able to observe.

20 VICE CHAIRMAN HARRIS: So only the VBOCs are
21 getting trained?

22 MR. GOODROW: The VBOCs are the first to get

1 trained, but the Small Business Development Centers, the
2 Womens' Business Centers and SCORE will also be trained.

3 MR. MUELLER: When you say they'll be trained,
4 they'll be trained to take over the role of the Whitman
5 School at Syracuse?

6 MR. GOODROW: Sure.

7 MR. MUELLER: The role, is that right?

8 MR. GOODROW: For the two-day program.

9 MR. MUELLER: For the two-day program.

10 MR. GOODROW: For the two-day program only; that
11 eight-week course is going to stay with the Whitman Program.
12 The two-day course will be taught by -- division is it's
13 supposed to be taught by our research partners VBOCs, Small
14 Business Development Centers and SCORE. Right?

15 MR. MUELLER: Okay. Yeah. All right.

16 MR. RENTERIA: Did you guys create a projection of
17 forecasts on how many of those types you'll see and create a
18 grave concept, if you will? Because this looks like a TAP
19 process, right, mandatory class you mentioned.

20 MR. GOODROW: It is.

21 MR. RENTERIA: But, timing is everything, as you
22 already pointed out. It may not be for them right now, but

1 it may be later on. Do you guys create a matrix on what to
2 expect in terms of percentage of participants and then post
3 participants?

4 MR. GOODROW: Sure. That's how we actually
5 projected it out was all percentages, but our best estimate
6 of what we've seen in the past and what we think we'll see in
7 the future as far as veteran interest in entrepreneurship.
8 So, yeah. For the two-day course, we have a certain
9 percentage that we think of all transitioning service members
10 that will attend the two-day entrepreneurship track.

11 MR. RENTERIA: Well, based on the quarter million
12 figure that transition out yearly, what percentage of that do
13 you think will participate as program?

14 MR. GOODROW: Do you have the --

15 MR. FUJII: I don't recall them.

16 MR. GOODROW: Yeah. And I don't have all the
17 percentages in front of me, but that's how we projected it
18 out. We asked each of the services for the number that they
19 projected would be transitioning. And, from that, we said,
20 okay, we think that this many will attend the two-day course;
21 and, out of this many folks that attend the two-day course,
22 we think that this many are going to attend that eight-week

1 course.

2 MR. RENTERIA: So right now there's no completed
3 course, basically started a course?

4 MR. FUJII: It's only going to the two-week or the
5 two-dayer?

6 MR. GOODROW: We had one eight-week course. We
7 did, Stan. We had one eight-week course. We had one eight-
8 week course that finished, and we're in our second, eight-
9 week course that finished about three weeks ago.

10 MR. RENTERIA: And based on that small sampling,
11 what did it look like? DO you know those facts yet?

12 MR. GOODROW: It's tough, because here's what
13 happened. We stood the eight-week course, an eight-week
14 course up when we were just doing that 90-minute at those
15 four pilot sites that I told you about. So the numbers
16 aren't quite ready for prime time. What we have to do is
17 wait until a complete cycle, a true cycle where we have
18 troops that go through the two-day course, and then go in the
19 eight-week course, because it really does build on it. It
20 really does build.

21 You know. If you're going to start a small
22 business, you really need to do a feasibility analysis. You

1 need to know what resources are out there before you do your
2 business plan, and you move on.

3 MR. WHITE: After the eight-week online course,
4 then they're encouraged to go to either the local development
5 center or SCORE, part of the fast launch program, or one or
6 the other partners, whatever, to follow up with the --

7 MR. GOODROW: Yeah, absolutely. And I think that's
8 one of the beauties of the two-day course taught by a
9 resource partner, because there's contact right there. You
10 know. There's already contact made. You're not talking
11 about one of those four resource partners.

12 MR. WHITE: I think SCORE's already doing the
13 workshops at two of those bases now.

14 MR. GOODROW: At which bases?

15 MR. WHITE: At two of the Marine bases that are
16 part of the taskforce.

17 MR. GOODROW: Right. So, you know. There's some
18 things going back and forth with some information going on.
19 I want to make sure that's clear two. So we're at those four
20 bases doing those 90-minute classes, right. And SCORE and
21 SBDCs, or Womens' Business Centers may be involved in that.

22 MR. WHITE: They were there prior to it.

1 MR. GOODROW: And they were there prior.

2 MR. WHITE: So that would probably coordinate them.

3 MR. GOODROW: Right. And those Marine Corps bases
4 have an entrepreneurship pathway that they piece together,
5 and sometimes the district offices are an integral part of
6 that in other areas they're not. But the Marines have that
7 put together.

8 That's not quite the Boots To Business curriculum.

9 We have a curriculum that gets them ready for that eight-
10 week course, so they may or may not have that feasibility
11 analysis. They may or may not have that exposure to all of
12 the resource partners that most of them do, or financial
13 amounts. We want the end game to include all the things that
14 are in the Boots To Business, because we feel that that gets
15 them ready for a continuum for that Boots To Business, eight-
16 week course that gets them the business plan, because we all
17 know that that's the POA&M. That's the plan of action and
18 milestones.

19 That's where the rubber hits the road. And so many
20 service members haven't been in the District. I know so many
21 service members end up paying, going to someone and paying
22 them to do a feasibility analysis with them or a business

1 plan. So this really helps the service member. Did I answer
2 your question about the SCORE?

3 MR. WHITE: Yeah.

4 VICE CHAIRMAN HARRIS: I have a couple questions.
5 How many people are in the two-day classes?

6 MR. GOODROW: The two-day classes, the attendance
7 seems to be between 25 and 50. I think the limit is supposed
8 to be 50 or less.

9 VICE CHAIRMAN HARRIS: And was this the same thing
10 that was rolled out or a hybrid of it in Detroit on the front
11 end of the National Veterans Conference?

12 MR. GOODROW: That two-day course, yes, that is the
13 same one. So if you were able to attend that, you've seen
14 the Mark 1, Mod 0, the first version, Version A of the two-
15 day. That's what we're doing now, and we intend, as we roll
16 this out, we intend to tweak the program.

17 MR. MUELLER: So, if I understand it right, after
18 you go through the initial film review the thing to determine
19 I might want to be an entrepreneur, then you move to the two-
20 day program. And then after that, if you really think that
21 you have the resources and the wherewithals, then you move
22 into the eight-week program, which is what I understand was

1 completely managed by Syracuse, the Whitman Business School.

2 Right?

3 MR. GOODROW: That's absolutely right.

4 MR. MUELLER: Okay. So that means if that's the
5 case, are they set up to do -- because first of all you
6 mentioned the Marines are doing it to start with. At least
7 we understand that. Right?

8 MR. GOODROW: The Marines are starting what, sir?

9 MR. MUELLER: Starting -- we're the ones that
10 started with this beta --

11 MR. GOODROW: The Marines were -- the four pilot
12 sites were Marine sites, yes.

13 MR. MUELLER: Alright.

14 MR. GOODROW: And they started with that 90 minutes
15 that I talked about. They started with 90 elements as an
16 element of the two-day that they have in place, and they've
17 not transitioned to a full Boots To Business.

18 MR. MUELLER: The eight-week thing.

19 MR. GOODROW: They have not transitioned to the
20 full, two-day Boots To Business. They're doing
21 entrepreneurship that way, but it's not Boots To Business.
22 It's not Boots To Business, because it's not the same

1 curriculum.

2 MR. MUELLER: But did I understand there is a group
3 of folks that have gone through the eight-week program
4 already? Is that what you said?

5 MR. GOODROW: I did. And some of those folks were
6 the folks that went through Detroit, and some were the folks
7 that went through the 90-minute, just the 90-minute.

8 MR. MUELLER: So, the Syracuse plan on doing --
9 they're all eight-week programs don't overlap. They run one
10 eight-week program, and then eventually take a break and run
11 another one.

12 MR. GOODROW: Right now, we have the luxury of
13 doing that.

14 MR. MUELLER: What now?

15 MR. GOODROW: Right now, we have the luxury of
16 doing it. We think that there'll be a time. We're hoping
17 that there's a time where that eight-week course is very
18 popular, and we need to go ahead and bring them online a
19 little quicker than that.

20 VICE CHAIRMAN HARRIS: And this is my question.
21 Okay. These are transitioning service members, so they're
22 still actively in the service. At what transitioning point

1 are they?

2 MR. MUELLER: The eight-week is --

3 MR. GOODROW: It could be up to a year prior.

4 VICE CHAIRMAN HARRIS: So it could be up to a year
5 before their end of time in service.

6 MR. GOODROW: Right. And that's not the decision
7 that the SBA makes, you know, when to let someone into TAP or
8 not. That's something that the services decide.

9 VICE CHAIRMAN HARRIS: And they not only get the
10 entrepreneurship piece when they enroll in this, they get all
11 of it -- VA benefits -- and the entrepreneurship is just an
12 optional track.

13 MR. GOODROW: Entrepreneurship is an optional
14 track.

15 VICE CHAIRMAN HARRIS: That's good, up to a year.

16 MR. GOODROW: Yeah. You know. I was in the
17 service. I went through TAP, and I remember sitting through
18 several days of the TAP, thinking, why am I here. Why am I
19 hear? This doesn't apply to me. I didn't know in the big
20 picture that it was different at all the bases; and, you
21 know, but I found things useful that the guy next to me
22 didn't find useful. And so I think this is great that it's

1 going to be standardized. It's going to be standardized, and
2 there's some optional tracks, because folks see it's for
3 them. You know. And I think to talk to your point about
4 when in the transitioning, it's great if we can catch them
5 six weeks out. It's better than not having it six weeks
6 before they get out, but I don't think that's optimal,
7 because it takes longer than six weeks to plan.

8 VICE CHAIRMAN HARRIS: What do you do post-
9 military.

10 MR. GOODROW: Yeah. What do you do right after you
11 get out. It's great when it can be earlier. It's okay,
12 because we catch them before they get out. Six weeks out is
13 the number that someone threw out.

14 VICE CHAIRMAN HARRIS: Is this the publication that
15 the Boots To Business participants gets?

16 MR. GOODROW: No. It's a book that's that size,
17 but right now it's this color.

18 VICE CHAIRMAN HARRIS: Do you guys have any more of
19 those?

20 MR. GOODROW: I don't. We get them from Syracuse.
21 Are you looking to get one?

22 VICE CHAIRMAN HARRIS: Yes.

1 MR. GOODROW: All right. Just let me know.

2 VICE CHAIRMAN HARRIS: Okay.

3 MR. MUELLER: We can follow up with the Syracuse.

4 MR. RENTERIA: The real intention of this is really
5 information awareness. Ultimately, the participant decides
6 the applicability to him. Correct?

7 MR. GOODROW: Absolutely, just like everything that
8 they learn. And you know, entrepreneurship is something that
9 is not for everyone, but I think it's more information. I've
10 been to informational, how to start a business briefs, and
11 this is more than that, because it's actionable. They
12 actually leave with a feasibility analysis.

13 That's actionable, you know. The information that
14 we provide during that two-day, you know, here's access to
15 capital. Here's how to do marketing. Here are the different
16 options when you're setting up the company. Those are all
17 informational. I think that there's actionable things here
18 with that feasibility analysis where they actually work
19 through and they teach them how to work through the
20 feasibility analysis.

21 You know. What makes your idea better than the
22 next, best option? You know. They actually work through

1 that, and then the eight-week course with the business plan.

2 That's actionable.

3 MR. RENTERIA: So part of what I'm thinking is we
4 all don't know when to go into business. We know that that's
5 certainly informational. As part of the objective of this
6 study, because it's a beta test, is are we looking at, are we
7 trying to narrow down when to apply this information. You
8 know.

9 That's a key factor, because SBCs and VBOCs will
10 always be out there when you're training them; but leverage,
11 like I said, I was in TAP. Don't know if they're supplied,
12 but you don't really know what it's applicable to after you
13 hit the road and say, holy shit, I better go back to what I
14 just learned. You know. Is there going to be a study to
15 that -- they have discharged? In other words, do you have a
16 developed tracking mechanism?

17 MR. GOODROW: We have a tracking mechanism. We
18 have a tracking mechanism that I think we'll end up refining.

19 And it's tough, exactly, what you said. It's tough to go
20 ahead and -- well, it would be easy if all the service
21 members in the course, when they got out of the course, it
22 was binary. Are you going to do a business, or are you not.

1 And, if you are, are you doing it tomorrow, or are you not.

2 Right? Because that's very easy to capture.

3 What becomes more difficult to capture is the guy
4 who's or woman who's not so sure if they're going to do it
5 tomorrow, and it might be two or three years out. That
6 doesn't mean the information they got was any less valuable.

7 It just becomes a little tougher to capture. And so we have
8 a standardized form that our resource partners use to capture
9 information, and we are hoping that is the mechanism to
10 capture the data you're looking at. So down the line a few
11 years later when they would come back into the resource
12 partner for assistance, we capture it that way.

13 MR. RENTERIA: So VODA and VA has sent the MOU to
14 capture those that definitely are disabled this Wounded
15 Warrior package, where, two years prior discharge, if they
16 definitely have a physical disability, the VA is going to
17 offer them benefits during that two years. But you've got to
18 be disabled, and that's what I question.

19 Has the VA been approached to sign an MOU, because
20 they have a self-employment benefit program, but they've
21 always focused on placement? So VA is not well-focused on
22 self-employment; but, it's critical for this program to tie

1 in with them and partner with them; and, perhaps, for the MOU
2 to say okay. Because if you deliver that package to the
3 veteran and they opt for the self-employment piece, they
4 still get vocational training and they get, even, perhaps,
5 working capital. Have you guys tied in that piece or have
6 not looked at the VA self-employment benefit?

7 MR. GOODROW: I don't know specifically it's VA
8 self-employment, so I would have to get back to you on that.

9 VICE CHAIRMAN HARRIS: That's in Chapter 31,
10 "Vocational Rehab?"

11 MR. GOODROW: Oh, I know. I'm from Disabled Vets
12 myself. So I'm familiar with the programs. I'm just not --
13 I just don't know the answers to the question.

14 MR. WHITE: Well, they treat it as part of this
15 whole thing.

16 MR. GOODROW: They are, but I don't know the
17 answer.

18 MR. RENTERIA: Because the VA counselors aren't
19 well trained.

20 VICE CHAIRMAN HARRIS: Nuh-uh. They're not
21 trained.

22 MR. RENTERIA: Yeah. And Daryl, who's not here,

1 will attest to that, because he wants to go self-employment.

2 But, his VA counselor is taking him off the -- placement.

3 Okay. And the VA has admitted, and I think this program is

4 really vital to educate the VA on leveraging your self-

5 employment vocational training, but they are not there yet,

6 because there are critical components of resources to us.

7 But if they're still training to be placement versus self-

8 employment, then the self-employment, as Daryl Hill

9 complained was denied to him. And it's not because -- well,

10 it's because the VA counselor doesn't know that that's a

11 viable option. Has he been trained to keep him in placement,

12 which is not feasible right now, based on your report?

13 MR. FUJII: That's part of the beauty of this

14 effort is because they are getting, because it is VA -- is in

15 there somewhere, and we have SBA. So SBA is supposed to be

16 the so-called manning ground for businesses

17 entrepreneurship, and we're covering that portion. VA is

18 covering there portion on. Just making sure you understand

19 there are VA benefits, and whatever. And DoD is making sure

20 that you're getting through this transition program.

21 MR. WHITE: The problem with these -- I was talking

22 to Mike and others -- was that one, it's the first time that

1 they've actually added entrepreneurship to the top program in
2 each --

3 MR. GOODROW: Yeah. Right.

4 MR. WHITE: And also, two, the commanders and
5 everybody else realize that when you're looking at the
6 unemployment status right now, it's inexcusable. They're
7 doing a terrible job of it, so we've got to start earlier.
8 So now the fact that you can reach -- identify. They're
9 leaving the service. Either you're leaving it or you're
10 getting picked out. As soon as they could identify you're
11 leaving, as far back as it can go, is started in that
12 process. I mean I don't know about you, but I got, like, how
13 ya' doin', see ya' later, get the hell out of here.

14 MR. FUJII: And those commanders are being held
15 responsible for the stats on employment and what happened to
16 the troops after the fact.

17 MR. GOODROW: I got a lecture on how to dress. I
18 might have failed, but I got a lecture on how to dress
19 outside of the military.

20 MR. WHITE: But you got more than I got.

21 MR. GOODROW: And that was two hours of my day. I
22 understand exactly what you're saying, though, because its

1 counts are depending whether they know the program or not,
2 and they actually -- I don't want to say push them, but you
3 ever keep them away from a program, that might be helpful to
4 them.

5 MR. RENTERIA: Well, the VA system is, you know,
6 it's a referral based on our entity. And if I don't tell you
7 what your opportunities are, you're not going to be referred,
8 because as a counselor I'm not hearing it. And that's really
9 a deficiency of the system right now is the counselors aren't
10 well versed on the option sites placement. And that is self-
11 employment, and it's not used.

12 MR. GOODROW: When I was transitioning for the
13 military -- just real quick -- when I was transitioning from
14 the military, I went into a small business with a guy who was
15 a pilot with me. And I stayed there for a little while. I
16 wish we had known. I wish we were exposed to what these
17 sailors, Marines, airmen, are being exposed to now with the
18 Boots To Business. It would have made the world of
19 difference.

20 VICE CHAIRMAN HARRIS: It would've.

21 MR. GOODROW: It kept us from making so many
22 errors.

1 VICE CHAIRMAN HARRIS: Right. Or just planted a
2 seed that we could have brown later at any point during our
3 lives.

4 MR. GOODROW: You know why? And there were so many
5 things we weren't exposed to, we didn't know.

6 VICE CHAIRMAN HARRIS: We didn't know. We weren't
7 exposed.

8 MR. GOODROW: We didn't know which way to go. We
9 were learning as we went along and this would have connected
10 a lot of the dots, made it a whole lot easier for us.

11 VICE CHAIRMAN HARRIS: Question: Is the
12 feasibility study, is that something that's online so you
13 guys would be able to go back and track?

14 MR. GOODROW: The feasibility analysis is theirs,
15 so we actually give it to them on paper. We give it to them
16 electronically. So if they have not going through it, they
17 can work on a laptop and they have a nice product to finish
18 up, makes it easy to segue to the business plan later. And
19 if they don't, they don't have a laptop with them, that's
20 okay too. They have pen and paper. They can write out their
21 feasibility analysis. And there's an instructor that walks
22 around that room. So the instructor is in the room helping

1 them, helping him out. Did I --

2 VICE CHAIRMAN HARRIS: Yeah. Yeah. That's what I
3 was -- I was wondering was it something like a Myers-Briggs,
4 or something like that.

5 MR. GOODROW: It's more of like what's the next
6 best. What is your idea? What's the next best? How does
7 yours make it with the value added? You know. Talk to you
8 about cost and execution, and do you have the resources. If
9 you don't, your resources are available.

10 VICE CHAIRMAN HARRIS: So I spoke with Rhett last
11 month and he was saying that it is going to be offered to the
12 other service branches, but the Marines were just like
13 Steve's, the first ones to raise their hands. Is that what
14 the plan still is?

15 MR. GOODROW: Yeah. That's the plan is, however,
16 we're talking all comers. And so we're standing for whatever
17 service might stand up next. And I told you we went to
18 Anacostia, Bolling. So that ended up being a mix of services
19 there.

20 VICE CHAIRMAN HARRIS: Wow.

21 MR. MUELLER: And Fort Sill, which is Army, and
22 Kings Bay, Navy.

1 MR. GOODROW: King's Bay is Navy. I wouldn't say
2 that King's Bay, just because I'm a Navy guy, but --

3 MR. MUELLER: We don't hold that against you.

4 VICE CHAIRMAN HARRIS: Wait a minute now.

5 MR. MUELLER: Now that we got that cleared up.

6 MR. GORHAM: Now that we got that cleared up, I
7 sought attention in the room.

8 (Laughter.)

9 MR. GORHAM: Army guy?

10 MR. MUELLER: Yeah.

11 VICE CHAIRMAN HARRIS: Army.

12 MR. MUELLER: Pilot or Army, infantry, pilot,
13 whatever. I've been both and been shot at both times.

14 VICE CHAIRMAN HARRIS: Okay.

15 MR. GOODROW: Do you have any other further
16 questions?

17 MR. RENTERIA: So, right now, SBA is the tip of the
18 spear?

19 MR. GOODROW: SBA is the tip of the spear and we're
20 standing ready for the services who wanted to execute this
21 two-day and get the two-day in place to go ahead and execute.

22 MR. RENTERIA: And the other branches of service

1 didn't raise their hand because they were thinking
2 operational, not post service?

3 MR. GOODROW: You know. I don't know why the other
4 services didn't.

5 MR. FUJII: They're going to be coming online.
6 It's just a matter of when. But I believe over the next year
7 all the services will be.

8 MR. RENTERIA: They will all be fully a year from
9 this fiscal year, the end of the next fiscal year? They'll
10 all be full blown Boots To Business in all the bases. That's
11 the plan. Air Force, I think, comes online later this
12 calendar year. Navy is already starting, right. Navy is
13 looking at additional bases. Army is looking at next spring
14 we're trying to accelerate that to go ahead and start to roll
15 out of their two-day track.

16 MR. GOODROW: I believe if you look at it, it's
17 kind of like right now when you did the pilot with the Marine
18 Corps. They had the 90-minute. What we're looking at is a
19 two-day. So is that a negotiable item or not? Now, you have
20 the other armed services that want to come into this. It's
21 they're looking at it as, okay, well, this is how we want to
22 do our training. It's like this is the program.

1 MR. RENTERIA: So this additional -- of the SBA was
2 just part of the outreach effort, currently, of the SBA? I
3 mean you're going to retrain VBOCs, SBDC, so the staff is
4 already there, funded for that, and the veteran population is
5 already part of that. So you're going to add this new, call
6 it package curriculum for that, no cost to anybody. So is
7 this an additional funding requirement or it already exists
8 under current funds?

9 MR. FUJII: We've already -- my understanding is
10 we've already been approved for fiscal year 2013, and we're
11 looking at 2014.

12 MR. GOODROW: Stan is right on.

13 MR. RENTERIA: So what's the cost?

14 MR. MUELLER: That number I don't know.

15 MR. GOODROW: I don't have the final number for
16 that. I don't have the final number.

17 MR. MUELLER: So, if I understand right, would the
18 VBOCs and the other organizational groups of people are going
19 to be doing the initial feasibility study. Right?

20 MR. GOODROW: Right.

21 MR. MUELLER: And they can be, and you've got
22 enough resources across the country that you could be doing

1 everything from Fort Stewart to Fort Hood to, you know,
2 wherever.

3 VICE CHAIRMAN HARRIS: Elmendorf.

4 MR. MUELLER: Right. But then if they go through
5 that and they say, okay, I'm ready to go to the eight-week
6 program, that seems like it might be a bottleneck somewhere
7 unless that's set up. You could get a whole lot more people
8 ready to jump onto the eight-week program than we've got
9 resources on that one.

10 MR. GOODROW: Sure. I think as these types of
11 programs are typically percentage driven, right, so you can
12 kind of get a really good estimate after a program gets up
13 and running. And I think it's one of the reasons it's
14 important to have a few under our belt to see what the
15 percentages really are, if they match what we project.
16 Right?

17 MR. MUELLER: Yeah. You can forecast that.

18 MR. GOODROW: Right. We forecast it. We forecast
19 it out. And the numbers -- there'll be some outliers, but
20 the numbers should be the numbers, percentages throughout the
21 program. Right? And so I think it's important we get a few
22 under our belt. So I think it would be a good problem to

1 have that's something Syracuse is ready to meet.

2 MR. MUELLER: Yeah. They have been, because we've
3 been briefed on their other programs when Mike was down here,
4 and hats off to them for what they're really doing.

5 MR. GOODROW: Right. They had the VY's program,
6 the entrepreneur boot camp.

7 VICE CHAIRMAN HARRIS: I'm a graduate of all the
8 Syracuse programs.

9 MR. GOODROW: You are?

10 VICE CHAIRMAN HARRIS: Yes.

11 MR. WHITE: Marylyn has been to everything, and she
12 was a Marine, in the Air Force, and the Navy, all at once.

13 VICE CHAIRMAN HARRIS: (Laughed.)

14 MR. WHITE: She served with the Coast Guard for at
15 least a week.

16 VICE CHAIRMAN HARRIS: Anyway, what is the
17 potential for contracting opportunities for other veterans as
18 part of this effort? Has that been discussed?

19 MR. GOODROW: What are the opportunities for
20 contracting?

21 VICE CHAIRMAN HARRIS: Hm-hmm. Because this is
22 going to get huge.

1 MR. GOODROW: Sure. Contracting is part of that
2 first, two-day program.

3 VICE CHAIRMAN HARRIS: No. No. Not training on
4 contracting, I mean using other veteran owned businesses as
5 subcontractors, because this is going to get huge across the
6 country.

7 MR. GOODROW: For grants? To be part of the grant
8 in lieu of Syracuse?

9 VICE CHAIRMAN HARRIS: Well, not in lieu of them;
10 in support of them. For instances, you're starting on the
11 East Coast and this is going to go across the country and
12 OCONUS with these initiatives. Now, I understand the online
13 initiatives, you know. I don't know that the SBA and all its
14 partners along with Syracuse and its staff is going to
15 ultimately be able to handle the demand.

16 MR. GOODROW: We've looked at the staff that we
17 have between our resource partners and we think that our
18 staff will be able to support that. There will be some plus
19 up with VBOCs in certain locations, especially the VBOCs that
20 are co-located with huge veteran --

21 VICE CHAIRMAN HARRIS: Populations, like in Texas.

22 MR. GOODROW: Yeah. Not just veteran population.

1 VICE CHAIRMAN HARRIS: We have one VBOC down South.
2 That's all we have in the whole state of Texas. So I know
3 it will be your other partners that will roll this out. And
4 so that raises my concerns, also, because we've all
5 experienced some SBA partners that are more proficient than
6 others.

7 MR. GOODROW: Sure. And all gone through training
8 and part of the arts of this science is to go ahead and match
9 up the right trainer to meet with these active duty service
10 members. The VBOC in Hampton Roads, for example, is right
11 down there in Norfolk at ODU. And that VBOC will probably be
12 plussed up by a person or two to go ahead and meet the
13 requirement, because there's so many bases in certain areas.
14 San Diego is a big area, right.

15 VICE CHAIRMAN HARRIS: Hm-hmm. We just left there.

16 MR. GOODROW: We could name all those.

17 MR. FUJII: And the VBOC is up in Northern Cal.
18 Correct? So that's why they were looking at is that
19 something they want VBOC to do it. Do we open up a satellite
20 office down in --

21 VICE CHAIRMAN HARRIS: Right. Okay. So that's an
22 option. We're going to have to open up satellites in Texas.

1 MR. GOODROW: There's one in New Mexico too that
2 covers out there.

3 MR. FUJII: Right.

4 VICE CHAIRMAN HARRIS: Yeah. I know the guy that
5 runs that one.

6 MR. FUJII: But they're looking at different
7 scenarios as far as who's going to be the best, because we
8 want the quality to be there.

9 VICE CHAIRMAN HARRIS: That's my concern, the
10 quality, because quite frankly some of the SBA affiliates I'm
11 very concerned.

12 MR. FUJII: But as far as future potential contract
13 opportunities for the training efforts and stuff, we'll have
14 to wait, because I don't think myself or Brian really has.

15 MR. GOODROW: We have a feedback mechanism in place
16 for the instructors. So we can adjust as necessary.

17 MR. FUJII: But future outsourcing of that we don't
18 know about.

19 VICE CHAIRMAN HARRIS: Right.

20 MR. RENTERIA: That's a key concern for mine,
21 because right now it's targeted at education institutions.
22 And 40% of that grant is allowable overhead for the

1 institution, which means you've got 60% remaining for program
2 dollars. And what's always concerned me, even VBOCs, is the
3 grant processes for non profits only. And non profits aren't
4 necessarily your best mechanism, because there's other
5 distractors. I'd like to think -- as you study this whole
6 thing -- why aren't they training the trainer to call in the
7 veteran who creates a small business who becomes that
8 instructor. It doesn't have to be a not for profit, because
9 the limitation of a not for profit is in fact its reach.

10 I think the education institution is viable,
11 because people go to school. It's a better reached target.
12 They're trying to get business to isolate to reach just those
13 types. The outsourcing mechanism, are you saying, is going
14 to always be doing the grant process where you have to be a
15 not profit? It will never be a for profit competition?

16 MR. GOODROW: No. I'm not saying it. I haven't
17 heard any discussions.

18 MR. RENTERIA: Well, typically, it's non profit.
19 Correct?

20 MR. FUJII: Well, I'll just put it as right now
21 having the two-day courses taught by the SBA resource
22 partners, the beauty of that is, number one, it lets -- we

1 can dictate what they're going to do and how they're going to
2 train, and we make sure they're trained.

3 The second part is we're making sure that the
4 military servicemen and veterans that are going through this
5 training know that the SBA resources are available. So when
6 you do go, let's just say you were trained at Cherry Point,
7 but now you go off and you actually reside in another part of
8 the country. You know, okay, I can now look to see where is
9 an SBA resource partner; where is the SBA. At least you're
10 aware they're there.

11 So even if you don't start a business today or six
12 weeks from now, you start one a year or two years from now,
13 at least you know those resource partners. It's like, who
14 taught that? Oh, that was an SBA resource partner. Let me
15 seek them out and see who's --

16 MR. GOODROW: And having that access to a
17 nationwide network is invaluable to service members, you
18 know, having been in the District and reached out to service
19 members in this area, I know that the transitioning service
20 members, though they receive this training here, very well
21 might light try to start that small business in Texas. Well,
22 if I connected him with a resource partner here, one that's a

1 nationwide network, and they know that they can go to --

2 MR. FUJII: It's going nationwide.

3 MR. GOODROW: -- Texas, or wherever they might be
4 going to. Yeah. The other thing is small -- especially the
5 veterans. They like to be -- people always like to be around
6 folks who they consider like them. Right? So they like to
7 be around veterans. And if they want to get into small
8 business, they want to talk to a counselor that has a small
9 business like them. The beauty of having a nationwide
10 network of resource partners is if the local resource partner
11 doesn't have that exact industry or somebody with that
12 industry expertise, it's a quick phone call away to find out
13 someone who does have that industry expertise.

14 VICE CHAIRMAN HARRIS: Thank you.

15 MR. MUELLER: Let me just back up. Who actually
16 came up with the idea of doing this initially?

17 MR. GOODROW: Do you know? I think it is the
18 Marines.

19 VICE CHAIRMAN HARRIS: I think it is the President.

20 MR. GOODROW: I think it was the Marines proposed
21 the idea and I think the President said let's take it service
22 wide.

1 MR. FUJII: There was also talk before -- I know
2 Elmore spoke of it way back when as well. The -- folks had
3 spoke of it. It was just a matter of -- I was once
4 interviewed by an IG, and his favorite comments were "who's
5 responsible" and "who's going to pay for it."

6 VICE CHAIRMAN HARRIS: Right.

7 MR. FUJII: So that's why this effort is so nice,
8 because DoD, VA, SBA and somewhere out the Labor, all came
9 together and said this is what we want to do. While DoD was
10 talking with SBA on get this MOU going and sign this, and
11 they're getting ready to sign the document, Camp Pendleton,
12 the Marine Corps stopped her and said, "That's all fine and
13 dandy, but we're starting it today." It's like, "Well, we're
14 going to start this like next month." "Well, we're doing it
15 now." So they actually rolled it out a little bit earlier
16 than expected.

17 MR. MUELLER: And so the plan is once you get this
18 program rolling, it will be consistent. So if I went to the
19 two-day feasibility, whether in Timbuktu, Bethesda, or
20 wherever, I would get the same quality of support and
21 training or look to that thing, feasibility. In other words,
22 I'm not going to get a, you know, annual adjust accordingly

1 to make sure of that.

2 That's crucial. If the guy walks out of that
3 feasibility thing, he says, "Yeah. I think my confidence
4 level is higher. The resources -- my mindset's right. You
5 know. I've dealt with all the other issues." And then he
6 gets into the eight-week program, which I'm assuming gets
7 into a lot more nuts and bolts about -- as I call it -- more
8 like the courses that Syracuse offers with them at Florida
9 State. And, you know, what they're putting, what I can never
10 remember, all the acronyms.

11 VICE CHAIRMAN HARRIS: EBV Family, EBV --

12 MR. MUELLER: Yeah. Yeah. Like that program.

13 MR. FUJII: All right. Brian?

14 VICE CHAIRMAN HARRIS: Brian, thank you so much.

15 MR. GOODROW: Absolutely. Thank you.

16 VICE CHAIRMAN HARRIS: Cheryl has to go. So thank
17 you for the information. I have my card to leave with you.

18 MR. GOODROW: All right. Can I grab that?

19 VICE CHAIRMAN HARRIS: And I definitely want to get
20 some of the books. Thank you so much. And can you give
21 Stanley one of yours? I mean anybody else, one of Brian's
22 cards?

1 MR. MUELLER: Well, we can circulate his
2 information.

3 VICE CHAIRMAN HARRIS: Cheryl has to go.

4 MS. SIMMS: Al will write that. I have to go catch
5 something.

6 VICE CHAIRMAN HARRIS: Oh. Okay.

7 MS. SIMMS: So I'll be back.

8 VICE CHAIRMAN HARRIS: Okay. Well, she's coming
9 back. Well, let's just address a few things with her now.
10 Tell us how much time you have. Okay?

11 MS. SIMMS: Okay.

12 VICE CHAIRMAN HARRIS: We wanted to know, first,
13 the status of the people we've submitted, appointees. Do you
14 have any update on them?

15 MS. SIMMS: Hm-hmm. You know. When you all submit
16 the names to me, what I do is get the paperwork together, and
17 I submit it to the office of the administrator. So,
18 therefore, I have nothing to report back except that that
19 office has it. They were still going through certain
20 process.

21 I know it's been a good minute since you all
22 submitted names. I do. And, believe me, I've been

1 conversing back and forth, you know, trying to find out the
2 status what they're going to do. So far, I have not received
3 any answers yet. It's still in the administrator's office.
4 It's up to them. It's their call what they want to do.

5 MR. RENTERIA: How many names are up there?

6 MS. SIMMS: At this point I think it was -- gee --
7 maybe at least 10. But I know Rod submitted names. I know
8 Marylyn has submitted names, and some of you submitted names.
9 I think you have as well, and I think you're probably the
10 first one that submitted something to me. It goes through a
11 process. The only thing that I can tell you is that I will
12 get in contact with that office.

13 MR. RENTERIA: What's our best approach to hold
14 this process accountable, meaning what's essential is that
15 the legislation suggests the moment there's a vacancy,
16 there's three, because there's 12 names here. How did we
17 force the issue? Because the credibility of this group is
18 100% filled. We have not been that way for some time, I
19 think Steve has expressed. What do we have to do as a
20 committee to put pressure on the process?

21 MS. SIMMS: Well, Albert, I guess, if you will, I'm
22 not privy right now to say that particular person who's

1 handling that particular process. The only thing I can say
2 is you can send it to me again. Send it to me again and I
3 will personally go up to the administrator's office. And
4 this is on record. I'll go up to the office and I will sit
5 down and have a talk and ask them how do they want me to
6 approach. What do they want me to tell you all? Because I
7 do understand it's been a long time.

8 I understand that, and I appreciate your patience,
9 and I'm sure they do too. But so many things is going on
10 through the administration, and so forth. So I can go up
11 there and I will go up there and find out exactly. I'd
12 rather for you all to e-mail me, because I'm the connection.

13 VICE CHAIRMAN HARRIS: Okay.

14 MR. HILL: Can I ask you a question? Because I had
15 a conversation with Dan about that, and I didn't do it that
16 way, but --

17 MS. SIMMS: Which Dan?

18 VICE CHAIRMAN HARRIS: Kane.

19 MR. HILL: Can we just submit you the contact
20 information about the person and you take it from there?

21 MS. SIMMS: Yeah. What happens is that if that
22 person expresses an interest or you nominate the person,

1 however, I need to communicate with that person. I send that
2 person an application as I've sent you all. You know.
3 You're all familiar with the SBA 98 form. I'll send you that
4 and ask that person to submit to me a bio -- not a resume,
5 but a bio about themselves, and so forth. And, once they
6 filled out that application, an 898, and that bio, what I do
7 is I take it and I submit it to the office of the
8 administrator. Okay. So, along with what is called -- I
9 guess you could say I forgot the name of it is, but it's
10 something like this profile sheet. It tells, a little bit,
11 more detailed questions than that sheet right there. So
12 they're political interest party and so forth. Because a
13 certain amount of members have to be the same as the
14 president, has to be.

15 VICE CHAIRMAN HARRIS: Right. Everybody, anything
16 else on that issue?

17 (No response.)

18 VICE CHAIRMAN HARRIS: Okay. The next issue is we
19 wanted to see if you would be able to book a room for us for
20 upcoming meetings if you know ahead of time, if you could
21 book a block of rooms.

22 MS. SIMMS: I am not in that position to do so.

1 VICE CHAIRMAN HARRIS: This is something we should
2 discuss with Rhett?

3 MS. SIMMS: You can bring it up with him, and also
4 I think it would be just good to have a representative from
5 the Office of Financial -- what is it? MOIA? Office of
6 Finance, sixth floor?

7 MR. FUJII: Cal Access?

8 MS. SIMMS: No. Maria Moore?

9 MR. FUJII: Oh. She's part of the CFO's office.

10 MS. SIMMS: CFO's office, so they wouldn't get a
11 representative to explain the reason why what we can and
12 cannot do, what we're allowed. So you might want to --

13 VICE CHAIRMAN HARRIS: So in other words they have
14 to continue to book her all around?

15 MS. RENTERIA: Well, I think, and looking at my
16 letter, because I called Household Travel, which is in the
17 letter, I mean, what's the opportunity to get Household? Do
18 they get this letter? Because Household seems to know this
19 package every time I come out. I think they would be the
20 prime --

21 MS. SIMMS: We have a contractual agreement with
22 Household.

1 MR. RENTERIA: So who could communicate with them
2 to say, hey, quarterly meetings and things, and that's what
3 they get paid to do?

4 MS. SIMMS: CFO's office.

5 VICE CHAIRMAN HARRIS: Okay.

6 MS. SIMMS: Yeah. That would be on my control.

7 MR. FUJII: Our issue possibly on this is if we're
8 doing that -- is if we were to try to, because I just
9 recently did this with another group. If we had to secure
10 rooms and a block of rooms, then we also had to provide a
11 credit card.

12 MR. RENTERIA: That's why it's independent.

13 VICE CHAIRMAN HARRIS: Well, then maybe it's the
14 travel agents too we can address.

15 MR. SALSBURY: Well, I've got a question then. How
16 did they do it last time? And not this time, but the
17 previous time we did have a block of rooms reserved, it was
18 Dan Kane and I just sent out the info.

19 VICE CHAIRMAN HARRIS: Okay. So Dan must have did
20 it.

21 MR. MUELLER: So did Dan reserve the rooms?

22 MR. SALSBURY: Dan got those block of rooms for us.

1 MR. MUELLER: Oh.

2 VICE CHAIRMAN HARRIS: I can assure you, though, it
3 was a mess. Okay.

4 (Laughter.)

5 MR. FUJII: They don't charge the credit card, but
6 for us we have to have the obligation for the funding already
7 there.

8 VICE CHAIRMAN HARRIS: I see what you're saying.
9 Yeah. I understand. We just needed to understand the
10 process.

11 MR. MUELLER: That's fine.

12 VICE CHAIRMAN HARRIS: And the third thing is
13 business cards for the committee. Is that something?

14 MS. SIMMS: In the past we had a member who
15 suggested that very same thing, and what they did was -- I
16 wish I had still a copy of it -- they generated their own
17 business cards. We don't -- we cannot pay for business cards
18 for you all.

19 VICE CHAIRMAN HARRIS: Okay. Okay.

20 MS. SIMMS: However, I believe on his business card
21 he had -- oh, gosh. I don't want to misquote it, but they
22 were able to generate their own business card, indicating

1 this committee. However, it's a certain thing to it, and I
2 have to get with ethics about that. And maybe I'll have
3 somebody from ethics to brief you all in regards to that,
4 because that's complicated.

5 VICE CHAIRMAN HARRIS: Because we can't just put
6 anything on it. Right?

7 MS. SIMMS: Yeah.

8 MR. RENTERIA: The conflict of interest, you can't
9 have your business logo on the --

10 MS. SIMMS: Exactly.

11 VICE CHAIRMAN HARRIS: I understand. Yeah.

12 MR. RENTERIA: Yeah. That's all.

13 MS. SIMMS: That's exactly what I was trying to get
14 at.

15 MR. RENTERIA: That's being independent.

16 MS. SIMMS: Correct. Exactly.

17 VICE CHAIRMAN HARRIS: Right. Okay. But the main
18 answer is no. It's not going to be funded.

19 MR. RENTERIA: No.

20 VICE CHAIRMAN HARRIS: So that's the answer I was
21 looking at. So, in other words, we're on our own. All
22 right. Any other questions for Cheryl before she comes back?

1 MR. WHITE: "Inside tips to the SBA."

2 MR. RENTERIA: I would like to strongly encourage
3 by tomorrow on this committee full of people, because I know
4 you guys may think otherwise. But, you know, the committee
5 is a program, funded, translated, and our credibility really
6 is the hundred percent pool of people. And it's been too
7 long, and Steve already mentioned that should be in the
8 report.

9 But if the SBA can't produce solutions tomorrow on
10 why we're not there yet, we should articulate that's a
11 deficiency in our program. Otherwise, we're going to always
12 be short. Okay. There's seven of us that are 15. That's
13 less than 50% participation. That's an issue for this
14 program. And I think so you can tell them that's our
15 concern.

16 MS. SIMMS: Well, you know what? Currently,
17 there's 12 of them.

18 MR. RENTERIA: Correct.

19 MS. SIMMS: So we only needed to fill three seats.
20 It's not unheard of that this committee has gone without a
21 full committee. I mean, you know, in the past we had just
22 that amount -- maybe 13.

1 MR. WHITE: Isn't it up to 15?

2 MR. RENTERIA: It's 15 that's got to be filled.

3 MS. SIMMS: The law says, yeah. But the only thing
4 I can offer up is that I know it's true is that we found some
5 of the people who go through the vetting process. I mean
6 vetting takes a long time, and some of them do have issues.
7 And it just takes a long time to weed everybody out. At one
8 point a long time ago, it was going from here to the White
9 House at one point. But now, it's going -- I believe the
10 vetting process is strictly here.

11 There are some things, like I said, people have --
12 will state they weren't honest about it. And then we find
13 out they were lying, dishonest. It's just a process. That's
14 why -- you know.

15 MR. MUELLER: You mean because I put in my
16 Congressional Medal of Honor you believe me?

17 (Laughter.)

18 MR. RENTERIA: That's so, because I think if we can
19 get a statistic. You know. It takes X months time and 10
20 names, you're going to get two. We all need to go with the
21 oral communication plan. We need to recruit maybe 50 and get
22 5.

1 VICE CHAIRMAN HARRIS: Right.

2 MS. SIMMS: I see what you're saying.

3 MR. RENTERIA: But if we don't know that
4 information, that empirical data says 1999, we're going to be
5 waiting to hear all the time. So that's our action plan for
6 us is "Okay, guys. We need to throw YPs. Hopefully, two
7 will stick." Because, right now, I would say, we're part
8 guilty. Okay? Because we're throwing a handful. You know.
9 We should throw a handful every meeting, because that is a
10 process, but we don't know that empirical data.

11 MR. WHITE: Well, you've got to have a couple of
12 people here too. So that's just the process. All of a
13 sudden you're going to have three people on the committee.

14 VICE CHAIRMAN HARRIS: That was what I was going to
15 say. We also have had discussions about our members that are
16 not participating.

17 MS. SIMMS: That's right.

18 VICE CHAIRMAN HARRIS: We have had a discussion
19 about that and made some decisions about that today.

20 MR. MUELLER: Let me ask quick. Can you let us
21 know when our terms are up? And, by the way, if our terms
22 are up like Steve got re-vetted or re-upped. Did you ask to

1 be re-upped or re-vetted?

2 VICE CHAIRMAN HARRIS: He was just there.

3 (Laughter.)

4 MR. MUELLER: Well, you try to figure it out.

5 MS. SIMMS: No. The process of getting Steve
6 vetted was it was the decision of the associate
7 administrator.

8 MR. MUELLER: All right. So here's the question I
9 have. There's a bunch of us who are close to it in another
10 year we're all going to be off. A bunch of people will be
11 off.

12 MS. SIMMS: Do you know when your term is up?

13 MR. FUJII: That's what they're asking.

14 MR. MUELLER: No. I don't know. No. So if you
15 could let us know --

16 MS. SIMMS: Each member serves three years, so
17 three years from the date that you were chosen. So, for
18 instance, today is September whatever it is.

19 MR. MUELLER: So when we got the letter from you
20 saying we got chosen, or the letter from Karen Mills.

21 MS. SIMMS: Yep. And in that letter it tells you
22 exactly how long you're going to serve, when it's three

1 years.

2 VICE CHAIRMAN HARRIS: Well, I'll be coming off
3 soon then.

4 MR. MUELLER: Well, let me ask you a question.
5 What about re-upping or re-vetting again? How does that
6 process happen since Elmore is not here anymore?

7 MS. SIMMS: If you think you want to serve again,
8 you may want to speak with the AA here. Okay. Because
9 that's where I'm out of. Speak with the AA. Tell him you're
10 interested and so forth, and maybe that you -- the AA and I
11 wouldn't know, maybe Dick --

12 MR. WHITE: It would make sense to do it too, if
13 you are interested, because there's going to be, like I said,
14 without having some continuity of people have been on, it's
15 going to be you'd have nothing but new people, and nary a one
16 would know what the hell's going on.

17 VICE CHAIRMAN HARRIS: February, I'll be leaving in
18 2013.

19 MS. SIMMS: I think so, yeah.

20 VICE CHAIRMAN HARRIS: I came in 2010.

21 MR. WHITE: You know. Just have a side
22 conversation about subcommittees, and that might be something

1 you want to think about as far as remembering dates. The
2 subcommittee to keep --

3 MS. SIMMS: I mentioned that earlier.

4 MR. MUELLER: Yeah. But would that be a
5 subcommittee of one?

6 MR. WHITE: Yeah. You, yourself, and another.

7 MR. MUELLER: When are you going to be a
8 subcommittee?

9 VICE CHAIRMAN HARRIS: Okay. Anybody else?
10 Cheryl, thank you for being here today, for making all the
11 copies and keeping everything in front of us. Anybody have
12 anything else to show right now before she comes back?

13 MR. FUJII: For your future meetings, you were
14 looking at January.

15 VICE CHAIRMAN HARRIS: Oh, yes, and tell you the
16 dates.

17 MR. FUJII: You may also want to set one out just
18 in case, worst case, March, just in case.

19 VICE CHAIRMAN HARRIS: We have January 14th?

20 MS. SIMMS: Let me say this.

21 MR. WHITE: They're just not going to know.

22 MR. FUJII: Well, we won't know until we get there,

1 but we can temporarily try to reserve the rooms here. But I
2 would look at March, just in case.

3 MS. SIMMS: What I would do, I would consider
4 March.

5 MR. MUELLER: That means we'll have reset more
6 conference calls in January and February.

7 VICE CHAIRMAN HARRIS: Some dates, March dates
8 anybody?

9 MR. MUELLER: Once again, we can talk. Let's again
10 try to do that around the --

11 VICE CHAIRMAN HARRIS: Because I know the last time
12 we took a long time to give you a confirm date.

13 MR. MUELLER: Cheryl, I wonder if you have
14 scheduled the Christmas party for once. That's what I want
15 to know.

16 MS. SIMMS: I'm waiting on the paperwork.

17 (Asides.)

18 VICE CHAIRMAN HARRIS: Let's take a ten-minute
19 break.

20 {Recess.}

21 VICE CHAIRMAN HARRIS: Everybody, almost another
22 hour to go, so let's make the most of it. Two things I want

1 to do. I want to share with Stan some of our concerns as a
2 committee in terms of our communication with the SBA, and
3 then I want to develop just a loose plan for tomorrow and
4 crafting the outline at minimum of our report.

5 MR. FUJII: Also, you can send me your concerns as
6 well in case I don't get them all.

7 VICE CHAIRMAN HARRIS: Do we need to be on the
8 record for this? Or can we let --

9 MR. RENTERIA: I imagine on the record.

10 MR. HILL: Yeah. We can always read the
11 transcript. So that's good too.

12 VICE CHAIRMAN HARRIS: Okay. All right. Let's
13 see. I guess we can start there. Our concerns start with
14 just how the whole communication process -- do you need a
15 piece of paper?

16 MR. FUJII: I'm fine.

17 VICE CHAIRMAN HARRIS: You might need more than
18 that, a business card.

19 MR. HILL: Be recorded.

20 VICE CHAIRMAN HARRIS: The communication process,
21 how we get things done, now that Mr. Elmore is gone. You
22 know. Who do we report to? Several times I know that I've

1 e-mailed Rhett. I've called, and no response. I don't know
2 if you were in the room when I said that I was in San Diego
3 at the end of August at a dessert bar, getting the dessert at
4 B-Wise. And a man came up. He was getting a dessert, and
5 someone came up and says "Hi, Rhett." And I said, "Rhett?
6 Are you Rhett Jeppson?" He said, "Yeah." That's how I met
7 him. It wasn't from a return call or a return e-mail, and I
8 know Dan, our chairman, has also called several times.

9 We have not as a committee informally introduced to
10 him, not even by letter, by e-mail to say hi, I'm Rhett
11 Jeppson. This is my role. You know. I'm looking forward to
12 meeting the advisory committee. So that's the first thing.
13 Anybody have anything to add to that?

14 MR. RENTERIA: Well, the key thing was the
15 expectation of his office, if you will, as we're advisors to
16 him as opposed to the Federal Government. So it's crucial to
17 realize we don't know him.

18 VICE CHAIRMAN HARRIS: Right.

19 MR. RENTERIA: And we don't want to deny him his
20 role, if we don't get any feedback, because we have before.
21 I think that's a big concern for me is we were by Mr. Bill
22 Elmore. He's not here no more. So we want to be able to

1 have some clarity of our umbilical chord.

2 MR. MUELLER: Maybe we'll be able to ask him that
3 tomorrow when he's here. It would be good. We do need to
4 go, not as a politically appointed person in that position.
5 We're not sure where is priorities are and how it relates to
6 what we do here. Based on initial response, we're not sure
7 we're even anywhere in sight of him right now. And it may be
8 that we're not important to him.

9 MR. FUJII: He's very focused on supporting
10 veterans. He's very focused on our mission. He's been
11 looking at such things as for internal side of it. He's been
12 looking at our website. He's expressed that our website does
13 not meet the criteria of educating people. It's not very
14 user friendly.

15 MR. MUELLER: We couldn't agree more.

16 MR. FUJII: We fit under the circumstances of what
17 we provide our IT, OCIO, sits there and says this is the
18 format of the website. He's working on making sure that
19 we're not a part of that. We need to make sure the message
20 gets out, so he's working our mission versus the internal
21 mechanism blue tape, red tape, whatever you want to call it.

22 He's also looking at how our mission statement and

1 other things are written. He doesn't believe that it
2 expresses what we really do. He's looking at how the staff
3 performs. He's looking at bringing on more people. He just
4 recently brought on an FT, full time employee, who's a White
5 House Fellow who's helping us out. He brought on Brian
6 Goodrow on a detail to assist us to get the kick-off to Boots
7 To Business. So he's being very proactive in getting the
8 word out and training, and making sure things continue to
9 grow and different matters. As far as this committee and
10 other items, that's something we can address to him directly,
11 because I can't respond to that.

12 MR. WHITE: I just think two things: One, it would
13 depend a lot about who informed him about what's going on
14 here and whether this is important or not. And, you know,
15 we're just been a stepchild for a long time. So I think it
16 might very well be that he never realized that this could be
17 something that could help him out. So give him the benefit
18 of the doubt from that.

19 What I don't give him the benefit of the doubt for
20 is as advisory committee, we have been told about things
21 after the fact that are veteran oriented. Remember when we
22 were up and we were told the women that found \$10 Million or

1 something, and they were putting it into a new women's
2 entrepreneurial veterans program?

3 VICE CHAIRMAN HARRIS: It was already gone.

4 MR. WHITE: And I looked around. And the same.

5 VICE CHAIRMAN HARRIS: The same thing like Boots To
6 Business.

7 MR. WHITE: The same. Dick Snyder didn't. He
8 didn't know anything about it either.

9 VICE CHAIRMAN HARRIS: This is the first time we
10 were briefed on it formally, directly to us. And it's
11 already gone.

12 MR. WHITE: Well, that was up in the
13 administrator's office that time. This time we learned about
14 Boots To Business when Mike talked about helping build it;
15 but, also at that point he was working with the VA on that
16 and the SBA to introduce it at the --

17 VICE CHAIRMAN HARRIS: National conference.

18 MR. WHITE: -- national conference, just sort of a
19 pile of things. It wasn't like, here it is. And the next
20 thing I saw was the new --

21 VICE CHAIRMAN HARRIS: Rolled out for the whole
22 country.

1 MR. WHITE: -- blast e-mail you guys do.

2 VICE CHAIRMAN HARRIS: Yeah.

3 MR. WHITE: And it was introduced in Boots To
4 Business signed by Rhett. Well, I said, "Okay. That's
5 pretty cool. There's a start. There's a way of letting us
6 know what's going on." Or, maybe just seeing -- I don't now.
7 I brought entrepreneurial training programs. We need some
8 expertise here that they might have just said, hey. What the
9 hell. Take a look at this. Tell me what you think.

10 VICE CHAIRMAN HARRIS: Hm-hmm. That's all --

11 MR. WHITE: You know. I mean the reason people are
12 here is because of the experiences they've had and what
13 they're doing. So I take a little bit of offense to that,
14 and I also wonder where we're at to sit here and have seven
15 people, instead of 15. A few years ago, well before your
16 time, this room was full, and there were always -- it was
17 usually didn't have enough seats for people that would come
18 to these committees.

19 Every veteran service organization was run by two
20 or three people. Every group in town, people from the task
21 force used to come to see what was going on. And we you have
22 good people getting up to talk to them. I'm embarrassed

1 about asking anybody to come here and tell us about the
2 programs. What do you want to do that for? You know. So it
3 was obviously Bill had something to do with that, because the
4 word got out, and when the meetings were going to be way in
5 advance. People could plan. We had who we want to see, and
6 it was almost a command performance. Now it is like it is at
7 the vet force.

8 If you'd ask to go to that, most of the people go
9 or they're going to hear about it. So I've just watched this
10 thing sort of just slide down hill and either we've got to
11 get it to go back up the right way, or I don't know why you
12 need it, except that it's by law.

13 VICE CHAIRMAN HARRIS: Right.

14 MR. WHITE: You know. So you've got some people to
15 come in and sit around.

16 MR. RENTERIA: And I think that's a concern or why
17 we need to speak to Rhett, because we are going to do this
18 with him, or without him. Because until it's removed by law
19 -- I have one year left -- and I'm going to give my one year
20 as best I can so it doesn't go down hill. We need to go
21 clearly who is that connective. And if it's not, then we go
22 independent like we're supposed to.

1 So as Steve said, I'm not sure if Rhett has been
2 given the brief on the value of this advisory being his back
3 yard. Okay. Your host is facilitating us, but he's been on
4 board six months I suspect. Right?

5 MR. FUJII: Four, five months.

6 MR. RENTERIA: Five months. Okay. And there's no
7 communication. You know. Is he a business owner? What's
8 his business history? You know. If he's not, that will give
9 us some groundwork looking for a ground. What we can expect
10 of him, and what we know he doesn't know, and then we
11 independently move this train in a force to contend with.
12 Because, as Steve said, if it continues this way, then we
13 should have a complication, says, well, it's costing the
14 taxpayers money and there is no return.

15 MR. WHITE: Well, it's costing me money. It's
16 costing all you guys money to be here.

17 VICE CHAIRMAN HARRIS: Hm-hmm.

18 MR. WHITE: I just figured that that card is not
19 going to make it.

20 (Laughter.)

21 MR. FUJII: No. But he has been serving in the
22 Marine Corps. He's transitioned out about two months ago or

1 so. He did take a break from the military, if there is such
2 a thing as a break from the military. He tells the story.
3 His father became ill. Went back to Florida to go run the
4 business, and then he had an opportunity after that to go
5 back into the military, so he did, and that's where he's
6 been. And he was just recently out and his last station was
7 in Germany and that's when he was asked to come out here. So
8 he actually flew out from Germany to continue his position,
9 and then he's now moving his family from there back out this
10 way.

11 MR. MUELLER: Now, I do have a question. Like the
12 last time we had a meeting, I got the impression that if
13 either you and/or Jill invited Mike Haynie to the meeting and
14 then you invited the guy from the Chamber of Commerce. Did
15 you not? And then --

16 MR. FIELDER: I did the GSA.

17 MR. MUELLER: -- you did the GSA.

18 VICE CHAIRMAN HARRIS: Yeah. Administrative task
19 force.

20 MR. MUELLER: Is that the typical protocol for
21 inviting guests, but it's up to us as committee members to
22 invite people we want here? Or, is that something that we

1 throw on the back of you all to extend those invitations once
2 we identify what we want?

3 MR. FUJII: I can verify with our check on that for
4 you.

5 MR. WHITE: It used to be we would suggest it and
6 it would come. The invitation would come from Bill.

7 MR. MUELLER: Yeah. Bill used to handle it. I
8 would imagine that's the way it would be.

9 MR. WHITE: Yeah. That was the way you would think
10 it should be. Right?

11 MR. MUELLER: Yeah.

12 MR. WHITE: Then it was just because we knew the
13 people, and I had the guy from SCORE come in here.

14 MR. MUELLER: Yeah. Right. Yeah.

15 MR. WHITE: Two, because I knew these guys.

16 MR. MUELLER: And that would make sense, too,
17 because you could pick up a phone and make it personally.

18 MR. WHITE: But still, it still should formally be
19 invited by the SBA.

20 MR. MUELLER: Yeah. Yeah. I agree with you.
21 Okay. Because we did try to do that for this meeting and we
22 were not successful. That's why -- well, anyway.

1 VICE CHAIRMAN HARRIS: Yes, I did speak with them
2 in San Diego and ask them to invite someone to brief us on
3 Boots To Business. He said that would be Ramona Payton. He
4 said that he would get someone to brief us from the SBA staff
5 on the inter agency task force update, and I asked him to --
6 since he said he sees Tom Leney, see if he could get him. If
7 not, somebody that he could designate to come over and brief
8 us on any updates on veteran verification, the whole process.

9 MR. FUJII: I would always follow up with those or
10 send those requests to Cheryl.

11 VICE CHAIRMAN HARRIS: I thought we could trust
12 him.

13 MR. RENTERIA: Well, you know, and that's the
14 issue, Dan, is we're at the stage where we formalizing with a
15 chairman letter that we all see that we're calling for that
16 to where the informality of it is no longer in existence. So
17 I think that's what we're trying to clarify is we now need to
18 go from informal communications to formal communications.
19 And we can do that. I think maybe we should just make that
20 clearer --

21 VICE CHAIRMAN HARRIS: Make that standard.

22 MR. RENTERIA: -- because the communication was

1 taken for granted when the transition took place and it's
2 broken. So I think both sides, we need to just formalize it
3 if that's the direction, because I think if it's an appointed
4 and the administration changes, we're going to get a new
5 face. So we might as well establish formalities on how to
6 communicate. That way, it's locked in stone. Every meeting
7 we have, well, what's the head count. Four appointees, you
8 know, do we need to send more? Because we should be briefed
9 on that to say, okay, what's our recruiting effort on our
10 communication plan. So it's a matter of going from informal
11 to formal.

12 VICE CHAIRMAN HARRIS: Noted. As far as what I had
13 down, anybody have anything else in terms of communication?
14 We've addressed a lot of the issues that we have, that we
15 directly wanted to ask Cheryl. She addressed those. We have
16 some answers. We're just trying to be more effective.

17 MR. FUJII: It's understandable.

18 VICE CHAIRMAN HARRIS: Okay. Nothing else. Thank
19 you, Stan.

20 MR. FUJII: I still have room.

21 VICE CHAIRMAN HARRIS: I can't believe it.

22 MR. WHITE: Oh. You've made a point to have room

1 and like it.

2 (Laughter.)

3 MR. WHITE: I have one more. I think it would be
4 nice to know what -- I would like if you guys could tell us
5 you think we should be doing on this committee.

6 MR. FUJII: So like a directional?

7 MR. WHITE: Not when it comes out in the thing, you
8 know. Here's an advisory committee. Here's people that have
9 something to offer, probably, for you. But how can you use
10 us more effectively or whether you want to use us or not, or
11 how we can play a better role for what you want to do.

12 MR. FUJII: And how about if we see if we can set
13 that up for the first meeting in the calendar year?

14 MR. WHITE: I thought he was going to say Rhett's
15 here tomorrow.

16 MR. MUELLER: The other thing is we do have
17 conference calls once a month and it was our anticipation
18 that we would have Rhett on the phone calls with us.

19 VICE CHAIRMAN HARRIS: Dan has invited him.

20 MR. MUELLER: But he's never participated in the
21 lead, like one hour. So we like to have -- so we can ask
22 some of those questions if that's part of our agenda.

1 MR. RENTERIA: Or give us the points.

2 MR. MUELLER: But we don't have to wait 'til next
3 year, 'til March to figure that question out. You ought to
4 be able to help us now, or at least come together and say,
5 yeah, this group's important, and here's some ideas we have
6 for you all of where we think you ought to put your focus or
7 where you'll be most beneficial to you-all's purpose to make
8 sure we know what's going on.

9 MR. SALSBURY: To make sure we're not duplicating
10 efforts either.

11 MR. RENTERIA: I think October 17 is our next phone
12 conference, so I would say October 17 we should hit it.

13 MR. MUELLER: Yeah. We'd like, yeah.

14 MR. RENTERIA: Yeah. Right?

15 MR. MUELLER: Yes, I agree.

16 MR. RENTERIA: Just to be fair, that's probably,
17 obviously, the comments earlier that probably solves two
18 sides of the mouth.

19 MR. MUELLER: What?

20 MR. RENTERIA: I think someone's going to ask him
21 that question tomorrow.

22 MR. MUELLER: That's fine.

1 MR. RENTERIA: And if you have a chance to talk to
2 him, you can be clear to him.

3 MR. MUELLER: If you grab him in the hallway.

4 MR. FIELDER: But that doesn't mean we have to have
5 it all worked out and a long conversation, but I think that
6 course is going to come up.

7 MR. FUJII: I'll provide him a brief of my write-
8 up.

9 VICE CHAIRMAN HARRIS: So what time do you think
10 he'll be here?

11 MR. FUJII: I'm anticipating, according to what he
12 told me, somewhere around 11:00 or 12:00.

13 MR. MUELLER: Okay. Let me ask you a question. In
14 the event you physically can't be here, can we get him on the
15 phone?

16 MR. FUJII: I will ask him.

17 MR. MUELLER: Just as a back-up. We're all in the
18 contingency plans, you know.

19 (Asides.)

20 MR. MUELLER: What's that now?

21 MR. RENTERIA: We're going to give the other side
22 of the card.

1 VICE CHAIRMAN HARRIS: It's on the other side of
2 the card.

3 MR. FUJII: Yeah. See. We can keep adding things.

4 MR. MUELLER: So let me ask you this, because
5 logistically I'm thinking of this guy under duress, family
6 and so forth. Was he going to come in just for us, or was he
7 coming in because he has to, and then he's going to school
8 tomorrow?

9 MR. FUJII: He's planning on coming in tomorrow.
10 He has a full calendar, but he was planning on being here
11 tomorrow. He does want to be a part of this committee. Is
12 that politically correct?

13 MR. MUELLER: Well, what I fear is we rush it and
14 we don't get him again for an hour phone call for example.
15 Okay. Because I could only imagine family member gone.
16 Focus is elsewhere, and then he's going to tell us what we
17 want to hear, not a true one on one conversation, because
18 it's not in the behavior tomorrow.

19 MR. FUJII: Yeah. We don't rush these. From what
20 I could tell so far, my read of it, personal read on record
21 is what you see is what you get. He has not misled me. He
22 has not told me anything as far as misdirectional, and he's

1 been very straightforward on this is where we're going.

2 MR. MUELLER: Until January 20th, then who knows?

3 MR. FUJII: That's another story, but as long as
4 he's here, he's here. And if he has a longer stay --

5 MR. WHITE: It doesn't necessarily mean -- I mean
6 the administrator will know.

7 MR. MUELLER: Oh, that's true. That's true.

8 MR. WHITE: But he might not.

9 (Asides.)

10 VICE CHAIRMAN HARRIS: Did you hear anything about
11 Ms. Johns may come in tomorrow?

12 MR. FUJII: I am not sure.

13 VICE CHAIRMAN HARRIS: Me neither. Her office
14 didn't say, but they said she will pass through.

15 MR. FUJII: If they sent it out this morning when I
16 was checking the schedule, it wasn't there. And they said
17 that they didn't receive the information about the meeting,
18 but they didn't know about as far as how our schedule was
19 looking.

20 VICE CHAIRMAN HARRIS: Yeah. She was in the
21 building both days and she would stick her head in the door.

22 Okay. Let's talk about our report.

1 MR. FUJII: Not for long, but --

2 VICE CHAIRMAN HARRIS: Okay. Real quick, yes.

3 MR. WHITE: Well, we are going to talk more
4 informally.

5 VICE CHAIRMAN HARRIS: 3/16. Yeah.

6 MR. WHITE: What would you guys think about if we
7 had -- we thought about picking one thing like the biggest
8 problem is access to capital? We were just talking about
9 this at lunch a little bit. Instead of coming out with the
10 thing like last year came out with "Forget the political
11 comment, but here's all these recommendations and all this
12 other stuff," say we realize that there are all these other
13 organizations, the task force, the inter agency task force;
14 you know, all these different programs that are going on that
15 are addressing it, and they bring up the fact that access to
16 capital is an issue, but what is being done about it.

17 As the SBA has the capability, stuff has to be --
18 laws have to change to make it happen, but we could list all
19 the little things. We were talking about making sure your
20 MOS is converted for IT correctly, and not an MOS converter
21 or calculator, but tips on that. But when you go and you've
22 been in the service for four years and you come back, well,

1 you don't have a credit rating. The credit rating is low.
2 How can we address that to say you shouldn't be hindered,
3 because you served your country. We should be able to look
4 at that and say what was your credit rating before you went
5 in. Let's see what we can do with that. And the banking
6 community has to be involved with that.

7 The credit unions have to be involved with that.
8 The credit reporting agencies have to be involved with this.

9 I mean it's a very big deal, because I think by law the SBA
10 can't make a loan to somebody with a bad credit rating. They
11 can't guarantee it. It would come back to bite you in the
12 ass.

13 MR. RENTERIA: I think you hit the nail on the
14 head, because if you heard earlier, the Department of Defense
15 amended by law on an annual audit all service members.
16 During that audit, supposed to sign some paragraph that you
17 heard this. Okay. It doesn't mean you heard anything.
18 You're just told to sign right here. I believe the law calls
19 for six months pre-separation counseling and for careers a
20 year pre-set counseling. Because the MOU with the VA
21 immunity is in place as far as separation, we should suggest,
22 based on what you heard here, these programs that may be big

1 is that the department of finance incorporate the
2 entrepreneur paragraph in their counseling, because there is
3 where your credit score begins. You know. I call it the
4 exit strategy is the exit strategy doesn't exist for
5 veterans. You know. We've all been to TAP.

6 MR. WHITE: Well, that's what they're doing now,
7 though.

8 MR. RENTERIA: Yes, but if the Department of
9 Defense doesn't have a requirement to tell you about pre
10 separation entrepreneur, that's an Op. That's not App. I
11 mean that's not Op. We can influence that.

12 MR. WHITE: They're part of this program.

13 MR. RENTERIA: Yeah. But remember DoD is
14 operational and they hate having a time. They hate
15 everything. And as the time requires that you are about to
16 separate your career or three-year term to sign some
17 paragraph suggesting we give you this benefit for separation,
18 I think we can assist all these post service programs if we
19 create a small recommendation that the time for us to tell
20 these veterans is during that pre-separation conflict.

21 I think it's six months of the year. I could be
22 wrong. But that's where I think we probably should have a

1 strong recommendation to support these post service programs.

2 MR. WHITE: Well, I told him that, the earlier the
3 better.

4 MR. RENTERIA: The earlier the better.

5 MR. WHITE: But I'm talking about after the fact
6 when you're sitting here, were you now or you've gone through
7 these entrepreneurial training programs. You have SCORE
8 behind you. You have VBOC, whatever. You've got a business
9 plan. You've got organization. You need money to start
10 this. You have something, but you don't have enough. You
11 need access. You need money to start this business and hire
12 me.

13 MR. MUELLER: I've got a question for you. I don't
14 know if we know enough to write a recommendation, if you want
15 to call it. I would like to suggest that what you just
16 brought up becomes a major agenda item for us going forward
17 after this report. Starting with our first call in October
18 we can start talking about it. And bring people in here,
19 like get the banking community in here to talk to us. Why
20 don't you? What are the issues? Bring the credit reporting
21 agencies in here.

22 MR. SALSBURY: And we've had this group on that

1 one, particular issue that we have, and then make that our
2 focus.

3 MR. MUELLER: And then do our research based on
4 that.

5 MR. WHITE: Actually, if we go back and read the
6 report before this one, that was in there. That's what I was
7 mentioning, the report before -- not last year, the one
8 before that.

9 VICE CHAIRMAN HARRIS: Hm-hmm.

10 MR. RENTERIA: So this report ought to serve as our
11 next map, if you will, the things we're going to do. As you
12 said, we're not well versed to give a recommendation, but the
13 report should say our discovery is what he just said. Put it
14 in there, and then we use the report for next year as well to
15 stay on track.

16 MR. MUELLER: Here's what it says here. It says
17 here, "Not later than 30 days in the fiscal year, the report
18 goes to" so and so. "The report can describe the activities
19 of the committee and any recommendations developed by the
20 committee for the promotion of small business." So, my
21 question is should one of the things we do, why don't we take
22 some of this and let's report about a lot of the things we

1 did this year, and maybe what we plan to do next year. And I
2 don't know what the recommendation would come out of this
3 committee.

4 VICE CHAIRMAN HARRIS: This is the same things we
5 said last year. We're going to continue to work with the
6 inter agency task force. Continue to promote veteran
7 specific entrepreneurial education, the same things that are
8 our duties. We can get specific, or we can be general. Our
9 duties, you know, our recommendations are duties.

10 MR. MUELLER: Yeah. We can --

11 MR. SALSURY: But I think it's time for us to
12 start being more specific on what we're going to do. Talk
13 about it and move forward, because I think the last few years
14 has been all this generality, and we really don't have
15 anything there. Right?

16 MR. WHITE: Yeah. We could literally have an event
17 built around it, like the task force members let everybody
18 else in, bankers and different folks to come in.

19 VICE CHAIRMAN HARRIS: Like a forum.

20 MR. WHITE: And have them address, okay. Tell us
21 why as a banker you can't make loans. What are the issues?
22 What are the problems?

1 VICE CHAIRMAN HARRIS: That's interesting.

2 MR. MUELLER: Invite somebody from the SBA.

3 MR. WHITE: Well, the SBA would have to be the
4 problem. They'd say, well, here's our -- and so you'd
5 identify the problem. They all want to make loans. Bankers
6 want to make loans. But they're sitting there, and they're
7 saying, well -- and we talked about this before too -- until
8 the Administration gets set and they figure out what's going
9 on with health issues and with other tax situations, people
10 aren't real excited by expanding and borrowing. But people
11 will still want to start businesses.

12 MR. MUELLER: So, would you see it as almost like a
13 round table with say the credit agency, the Equifax, all
14 those people here?

15 MR. WHITE: We could have a panel. We could have
16 somebody managing the panel and saying, okay, here's a
17 question that came up. Here's all the questions from the
18 audience. Here's what we're trying to figure out. And to
19 you, sir, how would you -- and go right down the line. Have
20 them all answer it.

21 MR. RENTERIA: There's a lot of these events all
22 over the country. We should be able to find our way in

1 there. Okay?

2 MR. MUELLER: Well, I've been to an event where
3 there's been a banker there, but all the banker gets up and
4 talks to. They just talk to it and say here's what we need
5 from you, and they talk about the application form and this.
6 They give the same generic, and usually the person that
7 shows up isn't the decisionmaker in the bank anyway, most of
8 the time, at least I've seen. They call them vice
9 presidents, but you know everybody's a vice president of a
10 bank, as it is. But I've never had anybody from the credit
11 agencies ever show up in a meeting. And that's the chokehold
12 environment.

13 MR. RENTERIA: It goes to carries communication
14 practices, because your package --

15 MR. HILL: It's getting bigger and bigger.

16 MR. RENTERIA: Well, yeah, because it ought to be a
17 package. Well, California has "Keeping the Promise," which
18 is a VDBE alliance that's designed for disabled veterans
19 enterprises. I can usually take this pack that says you need
20 to have this component there and have that one-hour segment
21 of this discussion or Texas has their alliance. And whatever
22 state has their alliance, because he's absolutely right. We

1 can't afford to have any break. I don't think this group has
2 the extra time to do on top of what -- but tap into existing.

3 MR. WHITE: Change the word. Don't call on the
4 veterans. Have it as an informational panel forum, whatever
5 the right word is, but have it, even if it was just you open
6 up the wall and it's right here. There's two rooms or that
7 won't be available, so we have to find a bigger room. But if
8 we said to you that we've got a thing and honor people that
9 show up for this thing, you'd find space for us. Right?

10 MR. FUJII: And you're planning to do that?

11 MR. WHITE: You want another piece of paper?

12 MR. FUJII: Planning to do that here?

13 MR. WHITE: We have to do it here.

14 VICE CHAIRMAN HARRIS: Q2?

15 MR. SALSBURY: Whoa. You know this room is going
16 to change. Right? When this room is changed?

17 MR. WHITE: But if we don't have to do it here,
18 then we're all right.

19 MR. RENTERIA: So, the roundtable. Whoever used
20 the word roundtable?

21 MR. FUJII: But we're talking about doing that as a
22 part of this meeting.

1 MR. MUELLER: Yes.

2 MR. SALSBURY: Yeah, yeah, indeed.

3 MR. MUELLER: Just like we brought other people in,
4 we bring in all of these different cast of characters in one
5 sitting, is I guess what you're saying.

6 MR. WHITE: Yeah.

7 MR. MUELLER: And let them listen to each other,
8 and let them either say well, what do you think about this,
9 Bill. And get some dialog going with the people that kind of
10 control, the keys to the issues for funding.

11 MR. FUJII: This room could be set up with chairs
12 and could easily accommodate a lot of people.

13 VICE CHAIRMAN HARRIS: And no security issues?

14 MR. MUELLER: And if we put that panel up there.

15 MR. FUJII: We just provide a list.

16 VICE CHAIRMAN HARRIS: Okay.

17 MR. MUELLER: And the preparation on us and will be
18 is coming up with really good questions that would get some
19 definitive answers out of. It's getting attendance and
20 headliners.

21 VICE CHAIRMAN HARRIS: Attendance and headliners,
22 yeah. So are we talking about Q2 or Q3?

1 MR. SALSBUURY: Well, we have to like build it
2 upright, so we actually have to focus and get everybody here.

3 MR. MUELLER: Well, I would do it first meeting
4 next year.

5 MR. FUJIII: I would do it after March.

6 VICE CHAIRMAN HARRIS: Yeah. That's a lot of work.

7 MR. FUJIII: I would do it after March, only because
8 one is planning, but number 2 is whether. It snowed here in
9 March and April, and I've seen attendance drop off.

10 MR. MUELLER: OH, okay. All right.

11 VICE CHAIRMAN HARRIS: I don't want to come to the
12 snow.

13 MR. FUJIII: People won't come out in snow.

14 VICE CHAIRMAN HARRIS: That's a good idea.

15 MR. MUELLER: Let's assume some of us are still on
16 the committee at that point.

17 VICE CHAIRMAN HARRIS: Oh, yeah. That's true.
18 That's a good idea. Okay.

19 MR. SALSBUURY: Just the logistics, before you drop
20 off.

21 VICE CHAIRMAN HARRIS: Okay. We're still talking
22 about ideas about how to frame our annual report this year.

1 MR. HILL: I'd recommend, and you and I had a brief
2 conversation about this, but I'd recommend one of the things.

3 The first things to do, and I think it will help the whole
4 process, is get rid a lot of extraneous stuff in here,
5 because this thing talks about -- arrives at a lot of basic
6 101 stuff about veterans that just virtually everybody knows.

7 Veterans are good people. Veterans work hard, you know, all
8 that kind of stuff. And I think you can cut the report
9 probably down to 1, 2, 3 pages at the most. And the last one
10 --

11 MR. WHITE: You might even read it.

12 MR. HILL: Nowadays, especially with everybody
13 starting to read only mail or online, you need to go with
14 bullet points, bold lettering, that kind of stuff. And if
15 you want to add, you know, a couple-page summary to it, you
16 do that as an attachment. But I would readily reduce it down
17 to the bare necessities and list the members of the committee
18 and their affiliations.

19 VICE CHAIRMAN HARRIS: Is there a template for
20 doing this report?

21 MR. MUELLER: It think, if I'm not mistaken, didn't
22 we get the last one in order the last time? Didn't it go

1 around? I don't have my computer.

2 MR. HILL: I think it did.

3 MR. MUELLER: Yeah. So I have the same thing.

4 I've got all this extra stuff in here. It looks like fluff.

5 We cut and paste and put all the same stuff in year after
6 year.

7 MR. HILL: Yeah. If you look back, there was a
8 previous one that even had Henry Ford in it.

9 MR. SALSBURY: Yeah. That's the 2010 one.

10 MR. MUELLER: Yeah. And 2010 talked about Margaret
11 Mead, had a quote, and Henry Ford.

12 MR. SALSBURY: I think I'd go with Lady Gaga this
13 year.

14 MR. MUELLER: Well, I think we should too.

15 VICE CHAIRMAN HARRIS: Well, she's branded herself
16 pretty well. We could learn from her. 2010, 2011, 2009 and
17 '10.

18 MR. HILL: But that would be my recommendation is
19 the first we'll start looking at it as something much
20 smaller, much more pointed.

21 MR. MUELLER: I second the motion.

22 VICE CHAIRMAN HARRIS: But in terms of content.

1 MR. HILL: Well, we go to the recommendations for
2 last year and see what we did. Match them up with the
3 mission of the committee in places where we didn't do
4 anything and say so.

5 VICE CHAIRMAN HARRIS: And that's what we've been
6 doing, kind of checking off things to do.

7 MR. WHITE: Well, we can say what we're doing is
8 following the initiatives from the interagency task force,
9 which I think is a great idea to do that. And to finally get
10 people talking about what's going on, but also that in the
11 coming year we are looking at focusing on one of the main
12 problems, and that's access to capital for veteran owned
13 businesses. And that's not just a government issue. It's a
14 public-private deal.

15 MR. HILL: The startups.

16 MR. WHITE: Startups, growth, expansion, anything.

17 MR. RENTERIA: And it's been in all of our reports.

18 MR. WHITE: It's been in it, but we haven't done
19 anything.

20 MR. RENTERIA: Right. Exactly. My point.

21 MR. HILL: what's crucial to this is our format, so
22 it doesn't change and paragraph 3 is always paragraph 3.

1 And this is, again, the five duties, which clearly defines
2 our duties. Our report should answer those portions to where
3 the committee next year, whoever's doing it, sticks to the
4 basic format, the outline, if you will. Because I don't
5 think the outline has been other than here's what we'll say
6 this year, because we should be answering to our duties. And
7 whether we lose the duty right below it, whatever the case
8 may be, but it ought to follow that sequence on here's what
9 happened. We haven't done it, but here's what we're going to
10 do, because I think that's what we have to isolate.

11 What's that template we're going to use, and what's
12 it going to look like. And stick to it for future
13 presentations, so it has that content that a reader is going
14 to pick up and know that paragraph 3 is about this topic.
15 Most readers go to that topic, because they don't care about
16 topic 1 or 2, but topic 3 may be the one that they're going
17 to all want to read in the report.

18 MR. WHITE: You assume that somebody's actually
19 going to read this thing.

20 MR. RENTERIA: Well, we're going to have to believe
21 that they are. We're going to communicate this so they will
22 read it. So they've got to know that page 3 is always topic

1 X, and I think if we can refind that template.

2 VICE CHAIRMAN HARRIS: That's what I was asking
3 Stanley. He's going to check on that.

4 MR. RENTERIA: Our objective is they read this
5 report.

6 VICE CHAIRMAN HARRIS: If there is a template.
7 Okay.

8 MR. MUELLER: It looks like it changed from 2010
9 and '11 with similar in 2009.

10 MR. WHITE: You just said there was a template for
11 the report?

12 MR. FUJII: If there is, I'll check. It may be
13 it's upstairs.

14 VICE CHAIRMAN HARRIS: And then keep in mind -- I
15 don't know who's going to write this -- all of us are going
16 to have input, but I have not talked to our chairman about
17 who --

18 MR. HILL: When you're chairman, you're supposed to
19 write.

20 VICE CHAIRMAN HARRIS: I probably put in a call to
21 him.

22 MR. HILL: All in favor say "aye."

1 (Chorus of ayes.)

2 MR. MUELLER: Well, you know what? In all honesty,
3 I thought tomorrow, if we could decide the content, the
4 topical thing to do is a write-on put into the report.
5 There's no reason why we couldn't develop groups here and at
6 least draft something we can put on a flash drive? And at
7 least have something we can walk out of here with, or at
8 least walk out, draft outline, at least with some narrative
9 and text that we can then pick up and work from. I mean I
10 don't think we should throw it on the burden like that.

11 MR. WHITE: Also, everybody can take a little
12 piece, a new paragraph on it, and drop it back in.

13 MR. MUELLER: Well, yeah, or we could get three or
14 four groups here we could do it.

15 MR. RENTERIA: September or October?

16 VICE CHAIRMAN HARRIS: Well, if we could get the
17 labor then today, it has to be in my 30 days after the end of
18 the close of the government fiscal year, which is --

19 MR. MUELLER: 30 October?

20 VICE CHAIRMAN HARRIS: 30 October.

21 MR. MUELLER: It has to be in by 30 October, or 30
22 days after that?

1 VICE CHAIRMAN HARRIS: No.

2 MR. MUELLER: 30 days after 30 September.

3 MR. RENTERIA: We've got 'til 30 October.

4 VICE CHAIRMAN HARRIS: Right. We don't want to
5 wait.

6 MR. MUELLER: If we could at least get something in
7 black and white that we could combine, and we could get e-
8 mailed out to us, that could be part of our discussion. No,
9 actually, we need to be working on it now, I guess. Don't
10 we?

11 VICE CHAIRMAN HARRIS: In terms of our five
12 mandates from the law, I checked each one of them with the
13 exception of Number 5, because that corporation doesn't exist
14 anymore. We are doing what we supposed to do. We just want
15 to expand.

16 MR. RENTERIA: Number 5, Steve. I know they fired
17 the staff. Well, they didn't fire the staff. They did away
18 with the seed money, because they were funding them millions
19 of dollars. But is that corporation bid this? Because it's
20 a charter congressional corporation.

21 MR. WHITE: It's another charter.

22 MR. SALSBURY: Yeah. That charter is --

1 MR. RENTERIA: It's gone.

2 MR. SALSBURY: No, the charter is still there.
3 It's just they've lost the charter.

4 VICE CHAIRMAN HARRIS: What's his name? I saw him
5 at the conference.

6 MR. WHITE: No. They're still -- one guy --
7 they're still pushing it. I forget his name now.

8 VICE CHAIRMAN HARRIS: I saw him at the conference.

9 MR. WHITE: I've got a mental block on it.

10 MR. HILL: I have a vague memory and the thing that
11 interested me about it was I was still working for a trade
12 association. He came to visit me, because I was running the
13 veteran's program for the president. And I don't know how we
14 got into this, but I wound up or he wound up talking about
15 selling something like refrigeration units.

16 MR. WHITE: Tax credits and stuff is what he was
17 big on.

18 MR. HILL: But it got down to equipment, but we
19 ought to put a recommendation in, refund and give it to us.

20 MR. WHITE: Well, they're not going to fund them
21 anymore. There's no money going to that bunch. And what
22 they did was they screwed a lot of veterans, because they

1 gave them a lot of money and they blew it. And it was like -
2 - I busted my ass, personally, on the legislation. And then
3 because Jud Gregg was the Senator from New Hampshire who was
4 the chairman of the Appropriations Committee, and I didn't
5 realize how it worked. When you passed the bill, it doesn't
6 mean they appropriated the money. All of a sudden, they're
7 sitting there and they're not appropriated.

8 So I just went back into his office and was beatin'
9 him up about it, and we ended up sitting there actually
10 coming down and going to the appropriations meeting to get
11 them to put the verbiage right and between the House and the
12 Senate Committees to make it happen. It was nuts. And then
13 I watch them blow it, and I was over there, just about, and I
14 was going to shoot them all at one point. They're supposed
15 to let them. They shouldn't have that on the record. Should
16 we?

17 MR. HILL: This is why what --

18 MR. WHITE: That was Terry Hill

19 MR. HILL: I think this is why the Boots To
20 Business is so important, and those kind of things, because
21 that was supposed to be an education and training program.
22 And when you finished it as a veteran, you had to pay for it.

1 And when you finished it, you were supposed to come out of
2 there not only with an education about entrepreneurship, but
3 a free computer.

4 MR. WHITE: That came up with a million --

5 MR. RENTERIA: I'm on their website right now,
6 Veterans Corps. It does imply Public Law 106-50. If I can
7 remember what I read about the Vet Corps, they were supposed
8 to get seed money and then not get it, because they're
9 supposed to be self sustaining. So I think we need some
10 clarity, Marylyn, but maybe the SBA event, if that component
11 is completely off.

12 MR. WHITE: I think Number 5 we just say no thank
13 you.

14 MR. RENTERIA: But it's a duty, so I think we
15 should have --

16 MR. WHITE: Mingey.

17 VICE CHAIRMAN HARRIS: Mingey, that's him. Yeah.

18 MR. HILL: If you want some interesting reading
19 when you go back to the room tonight, just Google the news
20 side of that.

21 MR. RENTERIA: Well, I know about that.

22 MR. WHITE: Oh, yeah. It's a mess.

1 MR. RENTERIA: Yeah. It is a mess, but if they're
2 not dissolved and they're proposing here Public Law 106-50
3 and its in our duties, we have an obligation to figure out
4 what our connection is. Okay?

5 MR. WHITE: We don't want any connection.

6 MR. RENTERIA: Possibly, but if we don't do any
7 thing about changing that, we still have Number 5.

8 MR. WHITE: What did we say last time?

9 MR. FIELDER: Yeah.

10 MR. WHITE: What does it say, exactly?

11 MR. FIELDER: Instead of listing what I had
12 outlined, was listing the five key objectives and say, in
13 accordance with the Public Law, this is what are the key
14 objectives. And here's how we went about it this year.
15 Here's what we're recommending, and, oh, by the way, here's
16 how we're going to continue to go about it in future years.
17 What the statement was the committee remains committed to the
18 duties required by the public law. They didn't list the five
19 duties.

20 MR. HILL: I would almost bet money if Mingey's
21 around he will be at your meeting tomorrow, because he's
22 always there and he's always pushing that.

1 MR. WHITE: I don't know about that, because --

2 MR. HILL: He was here at the last task force
3 meeting I attended.

4 VICE CHAIRMAN HARRIS: He's around. I saw him in
5 Detroit.

6 MR. WHITE: He is not well thought of by anyone on
7 the task force.

8 MR. HILL: I think if we wanted to make a
9 connection about education and do something for the good of
10 it, I mean, this would be a little drastic to ask Congress to
11 pull his charter and focus attention on what --

12 MR. WHITE: We had that discussion a long time ago
13 with the task force, and they just said it would be better to
14 let somebody else worry about it, because the charter itself
15 is tarnished so bad they don't want it.

16 MR. HILL: Well, are they doing any damage to
17 things like Syracuse by still being out there?

18 MR. RENTERIA: Well, that's got to be a key thing
19 for me on Number 5, because they're saying to the
20 congressional -- that gives them an advantage for
21 contributions that furnish support. There's no question
22 about that, because they're affiliated with a congressional

1 charter.

2 MR. WHITE: If anybody does any due diligence
3 before they get one, they wouldn't give them that.

4 MR. RENTERIA: Yeah. But, the bottom line, they're
5 authorized to say that statement. If you're implying that
6 that no longer exists, then we need to put that as one of our
7 recommendations; that, if the Vet Corps is no longer part of
8 this Public Law, then we need to recommend they remove that
9 statement.

10 VICE CHAIRMAN HARRIS: But they are.

11 MR. WHITE: That was what formed the corporation.

12 MR. RENTERIA: Then what did that Duty 5 say?

13 MR. FIELDER: That we work in cooperation with --

14 MR. RENTERIA: Yeah. We're going to have to
15 determine.

16 MR. FIELDER: I like what Steve suggested. If we
17 haven't done it, if the other group that was working with it
18 has decided to just -- they've already talked about it and
19 they've just decided to ignore it, I don't know what we
20 should do.

21 MR. RENTERIA: Well, we can't. It's a duty. And
22 to ignore a duty that's eventually by law is something we

1 have to contend with.

2 MR. FIELDER: Well, we don't ignore it. We just
3 don't --

4 MR. WHITE: Well, we could put something in there
5 that they might find humorous, like we found ourselves too
6 busy to work with the Veterans Corps this year. We'll
7 readdress it next year.

8 MR. RENTERIA: Well, who has current -- I mean,
9 because I'm familiar with the background too, and it's
10 horrible, mind you.

11 MR. MUELLER: Why don't we just put in there that
12 due to our research, based on the reputation that this
13 organization, we have decided to distance ourselves from
14 this, and just leave it as that?

15 MR. HILL: Who has authority over that group now?

16 MR. RENTERIA: Well, according to "About Us,"
17 Public Law on succession, if you read Public Law 1-50 as it
18 incorporated this non-profit, it mandates them to talk to us.
19 It mandates us to talk to them. Just because we are doing
20 it, doesn't mean we are complying. We have to comply.

21 So I do know there's another piece of law, and I
22 don't remember it. But no non-profit can make an endorsement

1 by Congress, and that's what they're doing. And they're not
2 allowed to say that, and they're saying it. So we've got to
3 hop on with them. I think it's our duty to say that needs to
4 change.

5 MR. MUELLER: Well, why don't we just tell them the
6 heartburn we've got with them.

7 MR. RENTERIA: Beg pardon?

8 MR. MUELLER: Why don't we just represent like they
9 say in this, it's factual.

10 MR. RENTERIA: Yeah. All right. It should be
11 factual. I mean we've never reported on it. It is Number 5.
12 We need to put out there and say here's what we discovered.
13 I don't know the prime status of the current group. I don't
14 know if it's a new leadership. It doesn't have a leadership
15 base in here. I understand all the back to work, anything
16 they did, but right now our Duty 5, we should answer it.

17 MR. HILL: One caveat to that, though, is that what
18 we just discussed in here was what we heard, what we think
19 and all that kind of stuff. And if you put something
20 definitive in on a document like that, someone could come
21 back and say, well, what did you do and how did you
22 investigate it.

1 MR. FIELDER: Agreed. I think that's what your
2 other group discovered.

3 MR. WHITE: Stan, benign neglect. You know you can
4 write very tiny words, but does the SBA have a stance on the
5 Veterans Corps?

6 MR. HILL: I bet they do.

7 MR. WHITE: Veterans Business?

8 MR. HILL: I'll be the Office of General Counsel
9 here would give you --

10 MR. WHITE: Veterans Business Affairs should give
11 us a little heads-up on this.

12 MR. SALSBURY: That's them. That's crazy.
13 I would say just by looking at just Googling them, I mean,
14 not good.

15 MR. RENTERIA: Well, I think to your point, Terry,
16 we should say that we're learning that we need to look into
17 this, because right now it is a duty.

18 MR. HILL: I would say at least that and say that,
19 you know, if you don't say anything, information we received
20 or determined information concerned us, and we'll look
21 further into it, but I would bet that general counsel has
22 volumes of information.

1 MR. FUJII: I just wrote down for myself is
2 Veterans Corporation, basically, what's our relationship with
3 them.

4 MR. HILL: And -- to us when you get the file.

5 MR. RENTERIA: Well, I'd only, Terry, that we step
6 over it. We definitely should address it.

7 MR. HILL: I'm not saying that, but I think if we
8 put some thought into it we could maybe give Syracuse a
9 little lift up by saying at Number 5 what we may want to do
10 is put more impetus on the success of their program and how
11 they're doing it, and how it should be done and that kind of
12 thing.

13 MR. MUELLER: Well, you know, and if I had to say
14 one action in here would be something to reinforce what
15 Mike's group's doing, and I don't know. I know he said he
16 looks for funding. He doesn't get any federal funding to
17 support the --

18 MR. WHITE: Well, he got \$8 Million from Chase.

19 MR. MUELLER: Well, Chase, but not federal funding;
20 it's not federal funding.

21 VICE CHAIRMAN HARRIS: Well, the SBA money, he got
22 \$2.6 Million.

1 MR. MUELLER: That goes toward V-Wise and that goes
2 toward the --

3 VICE CHAIRMAN HARRIS: EBV?

4 MR. MUELLER: No. No. It doesn't go toward EBV.
5 EBV and the families is all supported by corporations, based
6 on everything I've read.

7 VICE CHAIRMAN HARRIS: It's supported by private
8 donors.

9 MR. MUELLER: That's what I mean. SBA got it
10 started.

11 VICE CHAIRMAN HARRIS: Yeah. SBA, originally.

12 MR. MUELLER: But all the funding for all those
13 folks going to that program, and all of that, comes from
14 universities and/or the private --

15 VICE CHAIRMAN HARRIS: Now, but the original
16 discussions evolved to the EBV program at eight prestigious
17 business schools that we know today. But it was initially a
18 collaboration between the SBA and the Whitman School.

19 MR. MUELLER: My question is could we recommend
20 something, maybe, that funding, additional government funding
21 to help in a collaborative -- what do you call it -- public-
22 private partnership.

1 VICE CHAIRMAN HARRIS: We could, but I mean they
2 have all the bases covered. Okay? Well, not all of them,
3 but this is what they have covered. They have Disabled
4 Veterans. They have Wounded Warriors Families. That's EBV
5 families. They have reserving guard, endearing growth. They
6 have women veterans, VYs, and now they have transitioning
7 veterans. So one could argue that they've got the whole
8 market covered.

9 MR. HILL: I would be reluctant to put anything in
10 here that talks about additional funding. This go-round, or
11 the next -- until we dig ourselves out of the klutz.
12 Because, you know, that's not going to go anywhere.

13 MR. MUELLER: Yeah. I understand.

14 VICE CHAIRMAN HARRIS: Well, I like the idea of the
15 mini forum, or whatever you guys want to call it -- a round
16 table or seminar -- whatever you guys want to call it. But I
17 think we should include something we haven't talked about,
18 and that's an awareness campaign. You know. First, our
19 committee, like me and Terry were talking about. We need to
20 brand ourselves.

21 That should be one of our main points: Brand
22 ourselves and move ourselves towards being considered go to

1 experts on veteran business. So we're going to have to do
2 credible actions to become that, but first we've got to put
3 ourselves out there. I mean can we not do YouTube videos to
4 talk about the committee and talk about our duties and what
5 we do? Is that forbidden? That could go, you know, on
6 Facebook, and anybody could go to our Facebook and YouTube,
7 and our LinkedIn pages and portal, just each of us talking
8 about the committee. And especially since we'll have talking
9 points, we could even speak to what we do in our individual
10 areas of the country.

11 MR. HILL: Well, I think we could talk about a
12 committee outreach in our own local communities and our --
13 and things like that. It's a matter of when you start
14 getting into a lot of public awareness stuff, you know,
15 you're looking at funding to make that happen. But I think
16 from a committee standpoint, I would stress that we've got
17 some experts who have committed to talk to their own circle,
18 networks and things like that, to promote it. And whether
19 it's lending community or whatever.

20 So we're talking about some of the things that we
21 maybe not only have been doing, but we're going to continue
22 to do, but without making it look like we're going to launch

1 a -- in this town, when you've called something a public
2 awareness campaign, it's like throwing cheese out for the
3 advertising and marketing rats, because they'll come running
4 and think you're going to spend a lot of money.

5 VICE CHAIRMAN HARRIS: Why? I mean --

6 MR. HILL: Because Congress uses that term a lot.

7 VICE CHAIRMAN HARRIS: -- like the conference I'm
8 going to, 500 CEOs. I mean they need to know about our
9 committee, because we are a source for them to corroborate
10 with. They're looking for --

11 MR. HILL: Well, but you're going there and you
12 take talking points.

13 VICE CHAIRMAN HARRIS: They're looking to do
14 business with veteran-owned businesses, a lot of major
15 corporations.

16 MR. WHITE: And how are we going to help them do
17 that?

18 VICE CHAIRMAN HARRIS: Well, because we're
19 identifying where each of us go, and a lot of them we will
20 invite here to our hearings and find out exactly what their
21 initiatives are. Like I would like to invite AT&T. They
22 have a huge veteran's initiative, Home Depot.

1 MR. MUELLER: Yeah. And I'm having a meeting with
2 Home Depot coming up anyway, because they invited me to
3 participate in a program that they do in November. So they
4 donated \$500,000 to a memorial thing there in Atlanta now
5 they're doing.

6 VICE CHAIRMAN HARRIS: Accenture. Accenture
7 donated a quarter of a million dollars to several veteran
8 business programs. I teach in one of them. I mean there's a
9 lot of companies down here doing stuff that we could bring in
10 and get best practices.

11 MR. HILL: Well, could that be a fundraising
12 mechanism for Syracuse?

13 VICE CHAIRMAN HARRIS: We'll already getting money
14 from them.

15 MR. MUELLER: Well, believe it or not, that's part.
16 They are, but if they wanted to expand -- because I brought
17 up the thing --

18 MR. WHITE: Yes, sir. That's like your bag on the
19 side. That's not a committee thing.

20 MR. MUELLER: No. It is my bag on the side. It's
21 kind of ferry that water and see what I can do to help.

22 MR. WHITE: Yeah. And I'm sure they've very aware

1 of him and the stuff, but maybe not. But I said they were
2 very aware of them.

3 MR. MUELLER: Well, that's part of what I'm going
4 to find out, what they are aware of.

5 VICE CHAIRMAN HARRIS: You can look at their
6 sponsors. You can tell the big sponsors. That's us. That's
7 my non-profit. That's Accenture. These are their partners
8 and sponsors. If you got a whole page, this is the last VYs.
9 If you got a whole page, then you've probably given some
10 money up to Syracuse or you're in some way partnering with
11 them on a large level. Okay? You've got a whole page of it,
12 and sat around thinking.

13 So, okay. We just need to make a decision about
14 how we're going to frame this. I'm going to give Dan a call
15 and see if he can definitely call in tomorrow. Tomorrow is
16 the anniversary of 9/11. I don't know what's going on in
17 this town. I'll try to listen out for stuff. I was
18 wondering if anybody knew anything.

19 MR. WHITE: I'm sure they're doin' something at the
20 Pentagon, but I don't know what.

21 VICE CHAIRMAN HARRIS: Yeah.

22 MR. MUELLER: So, if tomorrow we want to firm up

1 exactly what the outline's going to be, the topical areas
2 we're going to address, do we take what we had last year and
3 maybe look at that? I mean I hate to say that. And maybe
4 pick -- I don't know -- one or two of them, or something like
5 that, and where we can feel like we can really add something
6 to it, plus what we talked about here. Maybe go down to the
7 -- I don't know; talking about what our responsibilities are
8 to the committee and what we've actually done.

9 VICE CHAIRMAN HARRIS: I think with Ed, though. I
10 think he said it best. He said look at our duties and ask
11 what we've done today. And we were actually critiquing
12 ourselves. Are we doing this, yes or no. If we are doing
13 this, where do we stand, and what are our plans for the
14 future. And that could be our report. It could be just as
15 simple. Are we doing what we're supposed to be doing? Yes.
16 If so, then state that and state what we're going to do in
17 2013.

18 MR. MUELLER: So this report is more kind of like a
19 self assessment of our own performance and what we're doing,
20 and what we need to do to ramp it up to do better?

21 VICE CHAIRMAN HARRIS: I don't know if the answer
22 to that is yes, totally, but I don't know if it's no either.

1 I mean it's what we submit.

2 MR. RENTERIA: Well, it's the law. Have we
3 complied? Yes or no; and, if so, how. And, if not, then you
4 develop the piece, the number 5 piece. Here's what we're
5 going to do. That's what Terry keeps saying this. Let's be
6 honest with ourselves. We haven't done it, well, we're going
7 to do it.

8 VICE CHAIRMAN HARRIS: Right. What is our plan.

9 MR. RENTERIA: And this is our plan.

10 MR. SALSBURY: Let's develop. Let's come out with
11 a plan of action.

12 MR. RENTERIA: Yeah. Let's get away from the --

13 VICE CHAIRMAN HARRIS: So we've got 5 duties.

14 MR. RENTERIA: Talk about it, the points on it.

15 VICE CHAIRMAN HARRIS: Yeah. Talk about it. Let's
16 start there, 5 duties, and each person or two people can take
17 a duty. Just like we did today, we ran through this. I was
18 making notes. Did we do number 1? Review, coordinate and
19 monitor plans and programs that affect the ability of small
20 business concerns for veterans? Yes, we did. Well, who did
21 we see? Who did we talk to? What programs did we review,
22 coordinate and monitor?

1 We state that and then we state going forward what
2 we planned to do. We said, today, we planned to talk to
3 industry. We planned to talk to people that are not
4 necessarily government agencies. We mentioned AT&T. We
5 mentioned Home Depot. We mentioned other people, like the
6 Vet Force and lead service disabled veterans network;
7 whoever, people that are working with veterans doing
8 business. It was an American Legion conference a couple
9 weeks ago, and the first two days were designated
10 specifically to veteran business.

11 That was the agenda. These are the things we need
12 to know, we need to be involved in. If somebody can make it,
13 we need to report back to the committee. So we can all be
14 informed, and we need a portal to dump all that information
15 into. I think we're doing what we need to be doing. We just
16 need to get it more succinct and tight, and we need our
17 talking points, because we're very verbose on this committee.
18 We like to talk, all of us, and we get lost in our own
19 conversation, I think.

20 MR. HILL: What I would like to do, though, is try
21 to make sure that we focus on not the report as the priority,
22 but the items that make the report. And, sometimes, it's

1 easy to slide off in to that, oh my God. The deadline's
2 coming. We've got to write this stuff and get it out of the
3 way. And I think this is an opportunity for us to step out
4 of this morass of paper here and make a statement. It
5 doesn't have to be a bold statement.

6 We'll just say, okay, we're focusing on this.
7 We're not really objective. Because my personal opinion,
8 this report became the objective of the committee, not what
9 was in the report. And I'd like for us to just try to think.

10 You know. We've got millions of people that day who can
11 benefit from some low peaks that we do; whereas, if we focus
12 so much on this, all we're doing is just creating something
13 that goes up and gets lost on Capitol Hill.

14 VICE CHAIRMAN HARRIS: And we've done that today.
15 I mean we're talking about next year, who we want to bring
16 in terms of our hearings; and, possibly, even a -- I don't
17 know what to call it.

18 MR. WHITE: Roundtable discussion.

19 VICE CHAIRMAN HARRIS: Roundtable discussion, yeah.
20 I think it's a great idea. I think we should do it. You
21 know. It's going to involve somebody stepping up, basically,
22 and having more of a coordinator role. So we've got to think

1 about who is willing to do that, and get a commitment from
2 somebody to do it and somebody to help them, because that's a
3 lot of work, planning events all the time. That's a lot of
4 work on top of what you already do.

5 MR. MUELLER: Let me ask what a collection is. In
6 your experience of working with the SBA folks in your area,
7 are they well-informed on the stuff that we know about, like
8 what Syracuse is doing and task programs? And I asked that
9 question.

10 VICE CHAIRMAN HARRIS: No.

11 MR. MUELLER: No?

12 VICE CHAIRMAN HARRIS: No.

13 MR. MUELLER: And so my question to you -- and
14 because that's why I get invited to go to these workshops in
15 the SBA -- they want me to come down and say if you know
16 what's going, you come down and tell everybody. And they are
17 very frustrated. In fact, the last one we were at, I gave an
18 overview. I think that they wanted me to take a couple of
19 things that were happening for vets in businesses, and I
20 talked about what was going on with Syracuse University.

21 I pulled up and I used my PowerPoint, and added a
22 few things to it, and talked about it. And they sent me all

1 their brochures. She sent me all the stuff, if anybody was a
2 National Guard.

3 MR. WHITE: Did they put you on salary yet?

4 (laughter.)

5 MR. MUELLER: Yeah. Well, the thing is --

6 MR. WHITE: He didn't say no. Did he?

7 MR. SALSBUURY: No. He did not.

8 MR. MUELLER: Well, I can settle for a piece.

9 (Laughter.)

10 MR. SALSBUURY: I thought it was some kind of a
11 kickback or something.

12 MR. WHITE: We're all capitalists here.

13 MR. MUELLER: they're all capitalists.

14 VICE CHAIRMAN HARRIS: But that's why I kept
15 asking.

16 MR. MUELLER: Get your magnifying glass.

17 VICE CHAIRMAN HARRIS: Oh. I don't have one.

18 That's why I kept asking him. Did you guys notice how many
19 times I gently asked him about the VBOC? Well, in Texas, as
20 big as we are, we only have one. Are you going to trust this
21 to be rolled out through the SBDC, the WBC? Because I know
22 the same type of people that you're not saying.

1 MR. FIELDER: Yeah. I don't know if you noticed in
2 the three-page literature that said I was kind of like sort
3 of wading in it and it kind of dragged out. The goal was to
4 run 250,000 a year through the program. And you guys are
5 right on point about infrastructure. How big's it going to
6 be? Is it going to be contracted out?

7 VICE CHAIRMAN HARRIS: That's why I asked about
8 subcontracting.

9 (Asides.)

10 MR. RENTERIA: By the way, Stan, you have veteran
11 reps all over the SBA. Correct?

12 MR. FUJII: Yes.

13 MR. RENTERIA: But you have no prior control of
14 them. Correct?

15 MR. FUJII: Yeah. We do, but there is a conference
16 call that Janet holds with all the veterans --

17 MS. SIMMS: I don't want to disconnect, because Dan
18 Hill and Terry Schow sent me an e-mail saying that their
19 information was okay. So they can hear me, but we can't hear
20 them.

21 VICE CHAIRMAN HARRIS: Okay.

22 MS. SIMMS: And I do apologize for that. That's

1 the technology and that's exactly what happened, so.

2 MR. MUELLER: Sometimes that's a benefit. Right
3 guys?

4 MR. WHITE: It could be a benefit for me. I can
5 take care of technology.

6 MR. MUELLER: Well, what were you going to say, Al?

7 MR. RENTERIA: Well, Stan, you're not in charge of
8 these vet reps at SBA that should be knowing what we're
9 doing. Correct?

10 MR. FUJII: That's Janet. Right?

11 VICE CHAIRMAN HARRIS: Janet Moorman?

12 MS. SIMMS: I'm sorry. What was that?

13 MR. FUJII: Janet handles all the veteran liaisons,
14 or is that you?

15 MR. RENTERIA: No, at the SBA.

16 MS. SIMMS: Yeah. They're VBA, Veteran Business
17 Development officers.

18 MR. FUJII: Our veteran liaison issued.

19 VICE CHAIRMAN HARRIS: VBOCs.

20 MR. FUJII: Yeah.

21 MS. SIMMS: No. No. VBOCs is handled by Ramona.

22 VICE CHAIRMAN HARRIS: Ramona. Okay.

1 MS. SIMMS: Veteran Business Development Officers
2 are Janet's area.

3 MR. FUJII: That's Janet. Right?

4 VICE CHAIRMAN HARRIS: Yeah.

5 MR. FUJII: Okay.

6 MR. RENTERIA: And going to what Curt said, because
7 the question was, you know, how many SBA regional offices
8 know about what we're doing. And these guys that are veteran
9 officers phone.

10 MS. SIMMS: Veteran Business Development Officers.

11 MR. RENTERIA: Okay. They should be tied into it
12 somehow, and they're not tied in to them, therefore, they're
13 not tied in to us.

14 MR. WHITE: They don't even know that we exist.

15 MR. RENTERIA: Correct. So that should be part of
16 our recommendation, because it's on the ground and the
17 priority is -- but they need to know this thing exists.

18 MR. WHITE: Many years ago we had this discussion
19 and I had taken on the task of discussing the programs with
20 banks and with a number of SBA reps that I was -- with all
21 over New England, but it came up in the meeting and we were
22 told by the different SBA folks that this is what's

1 happening. And I said, "I'm sorry, but there's a
2 disconnect." I said, "I'm talking to bankers. They don't
3 know anything. They didn't know anything about the Patriot
4 Loan Express at the time or that this was going on. The SBA
5 reps didn't know.

6 And I just said, "I'm not being critical. I'm just
7 telling you that there's a disconnect here that from
8 Washington to the great unwashed out there in the land, it's
9 not getting across. You might send a memo. You might send
10 an e-mail. That doesn't mean they're not too busy that they
11 don't get a chance to read all this stuff." And I don't
12 think anything's changed.

13 VICE CHAIRMAN HARRIS: Nothing's changed.

14 MR. RENTERIA: That has to be in the report. I
15 mean they're critical people.

16 MR. MUELLER: Well, they're the other part of the
17 voice that their full-time job is out there doing it.

18 MR. RENTERIA: And they're not in the voice.

19 MR. MUELLER: But in fact there's one going on in
20 Albany, Georgia. This meeting's going on and I got invited
21 and said, "Well, I want you to come down and go to Albany."
22 And I says, "I'd love to god down with you, but I'm going to

1 be in Washington." And he said, "Well, who do you think can
2 talk about this stuff?" I said, "Well, you hear me last
3 time. Why don't you just take -- I'll send you what I did,
4 and you adlib it. You know you can do it as well as I can.
5 Just read it and get up and talk." You know. And, what was
6 interesting, I've got to tell you.

7 After that meeting, because there were like 60
8 people. This was at Fort Benning, 60 people, about 15 of
9 them came up. "Oh. I want to know more about this program,"
10 and I had all that brochure stuff from Syracuse to hand to
11 them.

12 MR. WHITE: I'm telling you. He's not on payroll.

13 MR. MUELLER: No. No. But in all seriousness, I
14 was impressed with it, and it's clearly a program that is
15 being endorsed by this organization.

16 MR. WHITE: Ten bucks a brochure, and you had to --

17 MR. MUELLER: Only 5, plus my gratuity.

18 (Laughter.)

19 VICE CHAIRMAN HARRIS: I was at an SBA event two
20 years after I had graduated from the Entrepreneurship Boot
21 Camp for Veterans. My SBA rep comes over and says, "Marylyn,
22 Marylyn, I've got this wonderful program." And I picked it

1 up. I said, "Entrepreneurship Boot Camp for Veterans." I
2 said, "Thank you so much." I said "I graduated from this two
3 years ago."

4 (Laughter.)

5 MR. MUELLER: I mean it's amazing what they don't
6 know.

7 MR. SALSBUURY: We try.

8 VICE CHAIRMAN HARRIS: I could tell you a story
9 real recent at VYs. The SBA rep from the San Diego area was
10 there on site and I was actually on the Syracuse staff during
11 the whole event. And he spent most of his time in the hall
12 -- not in the sessions with the attendees. And another SBA
13 rep came on the last day, and I heard someone ask her, "How
14 come you didn't come to the entire conference?" She said,
15 "Well, you know, I'm going to get into this stuff when I
16 retire."

17 MR. WHITE: I was out talking to that cute SBA guy,
18 she says.

19 (Laughter.)

20 MR. WHITE: I was at the American Legion, too.

21 VICE CHAIRMAN HARRIS: So, there we are. That is
22 an issue.

1 MR. WHITE: Al made a motion to adjourn. Didn't
2 you?

3 MR. RENTERIA: I think -- away was the motion.

4 VICE CHAIRMAN HARRIS: And I'm so sorry about
5 earlier. I was on the wrong time zone.

6 MR. SALSBUURY: Yeah. She thought it was 11.

7 VICE CHAIRMAN HARRIS: I believed it was 11.

8 (Asides.)

9 VICE CHAIRMAN HARRIS: Okay. Who has my survey of
10 Veteran Business Owners Book and the VY's book?

11 MR. WHITE: VY is right here.

12 MR. FUJII: Are you off record?

13 VICE CHAIRMAN HARRIS: Oh. I'm off the record.

14 MR. FUJII: Off the record.

15 (Whereupon, at 4:06 p.m., the meeting was
16 adjourned.)

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